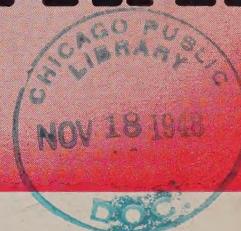


FOREIGN TRADE



IV

OTTAWA, OCTOBER 30, 1948

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Published by Authority of
Right Hon. C. D. Howe
Minister of Trade and Commerce

M. W. Mackenzie
Deputy Minister

FOREIGN TRADE

OTTAWA, OCTOBER 30, 1948

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In This Issue

Canada—Exporters Advised to Study United States Market	854
Canada—Import Permits Required For U.S. Structural Steel	857
Egypt—Potential Development Hampered by Lack of Dollars	858
Benelux and Bizonia—Agreement Reached on Transit Traffic	861
Peru—Government Company Will Assist Petroleum Exploitation	862
Greece—Many Types of Products Produced by Textile Industry	866
Canada—Tariff Negotiations with Eleven Countries Planned	870
Mexico—Market Provided for Cotton Textiles	871
Italy—Economic Recovery Delayed	872
Canada—Latin American Market Presents Trade Opportunities	874
Canada—Trade with Latin America	879
Canada—Chart of Trade with Latin American Republics	880
Canada—Chart of Trade with British West Indies	880
Canada—Trade with British West Indies	883
Great Britain—Canadian Produce Wins Prizes at Dairy Show	887
Great Britain—Record Number of Cattle Entries at Show	887
Angola—Canadian Agricultural Equipment Has Limited Market	888

Regular Features

Agencies Concerned with Foreign Trade Development	908
Commodity Comments	884
Foreign Commercial Representatives in Canada	906
Foreign Exchange Quotations	899
Foreign Trade Service Abroad	902
Foreign Trade Service—Head Office Directory	900
Trade and Tariff Regulations	890
Trade Commissioners on Tour	891
Transportation	892
Departures from Montreal	892
Departures from Quebec	896
Departures from Halifax	896
Departures from Saint John	897
Departures from Vancouver-New Westminster	897

COVER SUBJECT—Canadian flour, shipped from Vancouver, being loaded into railway cars at Rio de Janeiro. Of 8,129,000 barrels of wheat flour exported to sixty countries in the first eight months of 1947, Canada shipped 91,000 to Brazil. Although some Latin American countries are suffering from dollar shortages, favourable trade may be developed with Canada. (See article on page 874 of this issue of *Foreign Trade*.)

Canadian Exporters Advised to Study United States Market

M. W. Mackenzie explains that value of exports higher and variety of products wider—Other markets should also be considered—Regulation of trade likely to continue for some time—Harmonious relationship between foreign trade and domestic investment necessary.

CANADIAN exporters were told last week that the United States market commanded their first attention, and that the value of Canada's exports to the United States had increased by slightly more than \$300 millions during the first nine months of the current calendar year. In addressing members of the Canadian Exporters' Association on October 22, when their fifth annual convention was being held in Toronto, M. W. Mackenzie, Deputy Minister of Trade and Commerce, explained that the great bulk of this increase was in primary products and in semi-manufactured products, such as refined metal, lumber, newsprint and agricultural products.

The Deputy Minister pointed out that trade statistics for the first six months, now available, and for the first nine months of this year, which will soon be available, reveal some surprising increases, as compared with figures for 1947. The advances have been small, and the improvement in Canada's position could not be attributed to any important degree to the exportation of highly manufactured products. He said: "Under the stress of the loss of other markets, and the pressures resulting from our own exchange conservation program, there have been sales to the United States of goods that one would not ordinarily expect to find us selling in that market. Some of the items are: Jams, jellies and preserves, processed fish, leather, canned meats, woollen outer garments and sundry clothing, domestic washing machines, typewriters, plated silverware and aircraft parts.

Private Sales of More Commodities Made

"Practically all these transactions are, of course, private sales, and the government has no direct knowledge of the particulars. But, the fact remains that sales are being made in an ever-increasing range of commodities, even under existing tariff rates and with such difficulties as do arise in the administration of customs regulations. Faced as we are with the loss of an important and increasing part of our traditional markets for manufactured goods, there would seem to be every reason to justify Canadian exporters undertaking the most thorough and complete study of the United States market possible."

"Canadian companies which are branch plants of American parent firms have an added opportunity to develop new markets," Mr. Mackenzie continued. "In the course of our administration of the Emergency Exchange Import Controls, we have had occasion to discuss these matters with hundreds of such branch plants. In a surprising number of cases, it has been possible to develop new export business with the United States and other dollar markets. Sometimes this takes the form of markets, previously served by the American parent company, being turned over to the Canadian plant. In some cases, the Canadian plant has specialized on one particular model and been given the rights to export that model to the world. In other cases, the Canadian plant has been given the opportunity of making

certain components and shipping these to the parent company in the United States. Products that have been handled in this way are typewriters, washing machines, film packs, locknuts, sewing machines, radios and electrical goods. In many cases, the results of these arrangements do not yet appear in the trade statistics, but the exploratory work has been done and orders have been placed."

Exporters Urged to Study Imports of Other Countries

It was also suggested by the Deputy Minister that exporters study the trade statistics of other countries that have not been traditional outlets for Canadian products. "Don't just study Canadian trade statistics", he said, "but look at the total imports of those countries and note the sources from which they are now drawing their supplies. Try the Belgian Congo, Burma, Madagascar, Portuguese Africa and others. You will find that they are importing a great variety of manufactured products. Canadian trade with these areas is relatively small, but it is amazingly diversified. I cannot believe there are not opportunities for expansion of such volume as now exists, and for the development of other similar markets. It was in an effort to stimulate this sort of trade that the Canadian International Trade Fair was conceived and held this year."

Canada's foreign trade was running at a record level of \$6,000 millions a year, Mr. Mackenzie informed his audience, and her balance with the United States had improved impressively. Canada was the third largest trading nation in the world, he said, and her total trade today was greater in value than was that of the United States before the war. Canada's exports are double the per capita exports of the United States, the United Kingdom or of any other major trading nation. "In the face of these facts, it may seem surprising that I should deliberately choose this occasion to sound a sour note which, I should like to add, is not a raven's croak, though the situation is of real concern.

"We must recognize that the tremendous volume of our present trade is largely a result of the wartime destruction and the vacuum thus created." Germany's trade, for example, was about three times that of Canada before the war, whereas that of Canada is now three times the value of Germany's trade. The trade of Japan was about equal to that of Canada before the war, and is now about one-eighth. The elimination of these two important trading nations is one of the reasons for the present volume of Canada's trade. But the very reasons contributing to this trade volume have brought difficulties, many of which stem from the root cause of the dislocations of war and take tangible form as trade controls adopted to meet particular problems.

Regulation of Trade to Continue

The trade of many traditional customers of Canada was going to be regulated for as far ahead as one cared to look these days, the Deputy Minister declared. The particular method by which it was regulated, whether by a direct import prohibition, by a system of multiple exchange rates, by rigorous customs administration, or simply by high tariffs, might often appear as the direct cause of Canada's trouble. The simple fact remained that the dislocations caused by the war, coupled with increased concern in most countries over the stability of prices and the maintenance of employment, added up to regulation of trade. Furthermore, much of this regulation was designed towards exchange conservation, with the inevitable tendency to favour imports of raw materials rather than manufactured goods.

Canada should maintain a harmonious relationship between foreign trade and domestic investment if a high level of employment and income was to be continued. It was an interesting coincidence, but just a coincidence, that Canada's exports this year would be valued at approximately \$3,000 millions, and that her domestic investment would also be about \$3,000 millions. "The volume of Canadian domestic investment since the war has been as impressive as the volume of Canadian foreign trade", Mr. Mackenzie continued. "Between 1945 and 1948, we have made a larger investment in manufacturing enterprises and utilities, and for that matter in all forms of business, than we made in the four boom years 1926-29 and the four prewar years 1936-39 added together. The wartime elimination of the trade of Germany and Japan is one of the factors that has forced Canadian industrial development. The necessary postwar relief and reconstruction is another." Of new capital investment in Canada this year, amounting to \$3,000 millions, about half is in manufacturing plants and utilities, with the former accounting for about \$600 millions. "Here we have a serious dilemma developing. On the one hand, we are engaged in the greatest capital investment boom this country has ever known and, while our domestic industry is expanding and improving its competitive position, our traditional foreign markets for manufactured products are closing.

ERP Will Not Solve Canadian Problems

"While the fundamental reasons for the loss of these markets is deep-seated, the problems are brought into focus and to some extent sharpened by the European Recovery Program. We are deeply appreciative of the magnificent measures taken by the United States to assist European recovery. Canada will derive great benefits from these measures, and we are co-operating with the United States in the European Recovery Program to the maximum of our ability. Nevertheless, we must recognize that it will not solve our problems. Even when it has run its course, and the participating countries are able to stand on their own feet, they will still be a long way from being open for 'business as usual'. Furthermore, the program itself has some unfavourable implications for us. It contemplates a four-year period, during which it is recognized that the participating countries will not be able to make both ends meet, and will be dependent on some form of outside assistance. Direct aid will be reduced as the period progresses, and as recovery proceeds. European countries are, therefore, under strong pressure to provide for themselves and for each other. Furthermore, by reason of the financial and trading relationships between certain of the recipient countries and other parts of the world, particularly the relationship between the United Kingdom and the sterling area, the necessary dollar conservation program will probably extend in increasing measure to even more of our traditional markets.

"The Economic Co-operation Administration naturally favours purchases of United States rather than Canadian manufactured products, where such products are judged essential to the program of any of the participating countries. In the same way, when any product of the United States is in surplus supply, which surplus is judged by the American authorities to be burdensome, it follows that United States supplies only may be financed under the European Recovery Program.

"The impact of all this has fallen to some extent on our agricultural products, though it is hitting our export manufacturing industries in particular. The net result is to increase the importance of many of our raw material supplies from Canada, but to weaken our competitive

position in the more profitable field of manufactured exports. We are thus concerned with the possible need for re-orientating an important portion of our foreign trade," Mr. Mackenzie explained. "I need not labour the importance of maintaining our present volume of trade, and of domestic investment based on it, if we are to maintain our present level of employment and income. This seems to me a joint responsibility of both Canadian exporters and the Canadian Government."

Permits Required for Importation From United States of Structural Steel

Certain items placed under control to implement agreement to limit imports into Canada from United States during last quarter of current year.

EFFECTIVE October 25, import permits will be required for the importation from the United States of certain types of structural iron and steel. This decision implements the agreement between Canada and the United States, whereby imports of steel will be limited to 200,000 tons during the last quarter of the current year.

Arrangements are being made to issue import permits which provide for the importation during the balance of 1948 of specific tonnages of steel, where a manufacturer or importer has a standard pattern of importations. Individual permits will be issued for specific or spot importations.

All structural steel or iron covered by the regulation, which was in continuous transit to Canada on or before October 24, as well as steel from countries other than the United States, will not require import permits.

Applications for new permits will be handled by the Emergency Import Control Branch, Department of Trade and Commerce. Importers requiring specific or spot supplies of structural steel may obtain the necessary forms from any customs office. Form C.G. 113 is used to cover standard patterns of importation, while form C.G. 101 is used to cover specific or spot importations of structural steel. In submitting the latter form, full details of the end use of the steel should be provided, but it is not necessary to provide the end user letters that are called for on the reverse side of the form.

Iron and Steel Items Requiring Import Permits

Tariff Item No.	Items
388	Iron or steel angles, beams, channels, columns, girders, joists, tees, zees and other shapes or sections, not punched, drilled or further manufactured than hot rolled, weighing not less than 35 pounds per lineal yard, n.o.p.; piling of iron or steel, not punched or drilled, weighing not less than 35 pounds per lineal yard, including interlocking sections, if any, used therewith, n.o.p.
388a	Iron or steel shapes or sections, as hereunder defined, not punched, drilled or further manufactured than hot rolled, weighing not less than 35 pounds per lineal yard, viz: I-beams, up to and including 6 inches in depth, but not to include H sections; channels, up to and including 7 inches in depth; angles, up to and including 6 inches by 6 inches; zees, up to and including 6 inches in depth of web.
388b	Iron or steel angles, beams, channels, columns, girders, joists, tees, zees and other shapes or sections, not punched, drilled or further manufactured than hot rolled, n.o.p.; piling of iron or steel, not punched or drilled, including interlocking sections, if any, used therewith, n.o.p.
388c	Iron or steel beams or joists, not punched, drilled or further manufactured than hot rolled, weighing less than $5\frac{1}{2}$ pounds per lineal yard for each inch in depth of web.
388d	Iron or steel angles, beams, channels, columns, girders, joists, piling, tees, zees, and other shapes or sections, punched, drilled or further manufactured than hot rolled or cast, n.o.p.

businessmen living in Egypt that their government would impose a capital levy, and the beginning in May of the struggle in Palestine. All these local influences, added to the tension in Berlin, have naturally brought about a reduction in stock market values, although not seriously as yet.

Large stocks of lumber are in the country and consumption is low. Prices have declined. Imports of lumber have been substantial from Sweden, Russia and Yugoslavia.

In import trade, it would seem that the United Kingdom has strengthened her hold on the Egyptian market with the help of the current financial agreement. United Kingdom figures for the first six months of 1948 show the following characteristic increases in trade with Egypt:

United Kingdom Exports to Egypt

	January-June	
	1948	1947
Electrical goods	£1,077,563	£ 441,174
Machinery	3,585,428	2,983,195
Woollen and worsted yarn	1,432,377	619,100
Chemicals and drugs	1,631,584	774,028
Vehicles	2,598,965	1,235,255

Revenues appear to be running lower than in 1947, indicated by the fact that customs receipts for the first three months of the fiscal year totalled £E8,700,000 as against £E9,400,000 in the corresponding period of 1947.

Owing to the decline in the acreage of the Egyptian wheat crop, which was over 100,000 feddans less than last year, a shortage of wheat is expected. Through the United Kingdom government, an additional supply of 50,000 tons of Australian flour has been arranged in trade for 100,000 tons of Egyptian maize.

Increased Cotton Acreage Planted This Year

The acreage of cotton planted this year shows an increase of nearly 200,000 feddans over last year, according to figures made public by the Egyptian Ministry of Agriculture. The official figures show that 1,438,668 feddans are planted to cotton this year. While these are official figures, cotton traders estimate that considerably more land is under cotton cultivation, and place the figure at just under two million feddans. The yield, according to present calculations, will amount to about 7·75 million cantars. In the previous year, the crop was nearly 6,400,000 cantars.

The new Egyptian Company law, which very severely restricts the number of non-Egyptians who may be employed in business, is officially reported to have proved its worth already. The report states: "All the leading companies have observed the regulations and the Egyptianization of companies in Egypt has met with great success." Many Europeans,

Table of Arabic Weights and Measures

- One Feddan equals 4,200·883 square metres, 5,024·17 square yards, or 1·083 acres.
- One Cantar (for cotton, etc.) equals 44·928 kilograms or 99·05 pounds.
- One Kassaba equals 3·55 metres or 3·882 yards.
- One Oke equals 1·248 kilograms or 2·75 pounds.
- One Ardeb of wheat equals 150 kilograms.
- One Ardeb of barley equals 120 kilograms.
- One Ardeb of maize and millet equals 140 kilograms.
- One Ardeb of whole dry beans equals 155 kilograms.
- One Ardeb of split dry beans equals 144 kilograms.

however, under whose direction much Egyptian business has been conducted, are finding the requirements of this law extremely onerous and some are leaving the country as a result.

The only important industrial development in recent months is the completion of two establishments for the production of iron and steel from scrap. Output is expected to commence in the near future.

The Egyptian State Railways have recently taken over from the British military authorities the management of the railway between Mersa Matruh and Capusse. It is expected that this will increase commercial exchanges between Egypt and Cyrenaica.

Three new air lines have been added to those already serving the country. These are L.A.I. (Italian), L.A.G. (Greek) and Air India International (Indian).

Benelux and Bizonia Reach Agreement On Sharing Transit Traffic to Germany

Reserve of \$15,000,000 established for incoming and outgoing traffic via Benelux ports—Bookings to Bizonia to be made through the Rhine Central Booking Office in Rotterdam.

By V. L. Chapin, Assistant Commercial Secretary, Canadian Embassy

THE HAGUE, October 6, 1948.—Complete agreement concerning the sharing of transit traffic to Bizonia has been reached between Holland, Belgium and Bizonia authorities, according to the Netherlands Director-General of Shipping. The keynote of the arrangement is "that the factor of foreign currency in the choice of the route will not be disadvantageous or discriminatory to the Low Countries".

The former policy of the Occupation Authorities in diverting goods to German ports in order to confine United States dollar spending to their own territory has been overcome by a financial settlement between the three parties whereby \$15,000,000 has been reserved for incoming and outgoing traffic via Benelux ports.

Under the terms of the agreement, the operative organ for Holland and Belgium will be a body known as The Rhine Central Booking Office (R.C.B.O.), which will work in close co-operation with the Joint Export-Import Agency at Frankfurt. The Belgian and Netherlands Directors of the R.C.B.O. and their advisory councils are to be selected from non-government circles, but will be under the supervision of representatives of the respective governments. Headquarters of the R.C.B.O. is to be at Rotterdam and bookings to Bizonia will have to be made through it.

Under the arrangements, goods shipped via Benelux ports are to be shared between Holland and Belgium on a sliding scale basis, with the Belgian percentage decreasing as the total tonnage increases. Details are as follows:

Annual tonnage	Belgian share	Netherlands share	Per cent
1,200,000	50	50	
2,000,000	35.8	64.2	
2,500,000	31.5	68.5	
3,000,000	28.7	71.3	
3,500,000	26.5	73.5	
5,000,000	23	77	
Over 5,000,000	21	79	

Of the total goods shipped via Netherlands ports, Amsterdam's share has been fixed at 12.5 per cent.

Negotiations are under way for the construction of a new hotel which will be built by the Intercontinental Hotels Corporation, a wholly owned subsidiary of the Pan American World Airways. Although the initiative is being taken by the Intercontinental Hotels Corporation, the owners of the hotel will be a Peruvian company, which will have an investment interest of approximately 50 per cent. The actual operation of the hotel will be handled by the Intercontinental Hotels Corporation, which will take a long-term operating lease and will provide the necessary working capital.

Two Additional Air Services in Operation

Activity in the aviation field continued on a high level and the first six months of the year saw an increase in services, resulting from two companies commencing operations. In May, Aerovias Nacionales del Sur (ANDES), which is a national company formed to provide services within the Republic, commenced active operations. This company, which is employing Curtiss C-46 planes, inaugurated flights between Lima and Iquitos, Lima and Pucallpa, Lima and Arequipa, and Lima and Tacna. With the exception of the Lima-Arequipa flight, which is daily, the service provided is twice weekly.

A new international service was provided in June when Braniff International Airways Inc. commenced commercial flights. This airline provides thrice weekly service from Lima to Chicago, with stops at Kansas City, Dallas, Houston, Havana, Balboa and Guayaquil. The company is using Douglas DC-6's and DC-4's.

As international services are also supplied by the Pan American Grace Airways Inc., Peruvian International Airways and British South American Airways, adequate service and connections with the principal commercial centres are available.

General Increase in Wages and Salaries Granted

A general increase in wages and salaries for workers in Lima and Callao was decreed by the Peruvian Government in August of 1947. These increases were based on the findings and recommendations of a Tripartite Commission which had been specially named for this purpose. The general increase was on a sliding scale and provided for variations in the increases authorized, depending on length of service and wage or salary rate. One of the terms contained in the decree was that all collective claims for increases in salaries would be held in suspense for a year, commencing from the time that the increase became effective, viz., May 1, 1947. In accordance with this clause, labour unrest and claims for salary increases have not proven excessive during the first half of 1948.

With the termination of the one year, however, demands for reconsideration of the salaries and wages in effect have been numerous and the government appointed another Tripartite Commission, composed of representatives of labour, industry and government, to study the question and to make recommendations. Based on information supplied by this commission, the government issued a Supreme Decree on September 4, 1948, which provides for new increases in salaries.

These increases are effective as from May 1, 1948, in the case of employees who have been engaged prior to August 15, 1947, and from September 1, 1948, in the case of employees hired between August 15 and March 31, 1948. Other regulations apply to employees on both salary and commission and on commission alone. No applications for a collective increase in salaries may be presented during the period May 1, 1948, to April 30, 1949.

Two New Woollen Textile Plants Now in Production

Manufacturing capacity for woollen textiles has been increased appreciably with the completion of two new woollen textile plants. Situated in Southern Peru, near the city of Lampa, the Fabrica de Tejidos del Altiplano S.A. has been established to produce woollen textiles. Capitalized at 6,500,000 soles, the factory has been constructed with the financial help of an Eximbank loan, guaranteed by the Banco Industrial del Peru. Situated in the centre of the wool-raising area, the new factory expects to have an adequate supply of raw material. The factory will employ 300 workers.

A second new factory commenced operations when Perulana S.A., which was organized last year with a capital of 8,000,000 soles, went into production in April. At full production, the new plant will produce one million yards of woollen cloth per year. For this purpose, a staff of 400 to 500 workers, not including office personnel, will be required. The new factory is situated in Lima and will supply lines of materials not previously made in Peru.

In March notice was given that, as from April 1, consular fees on shipments to Peru of merchandise imported with free exchange would be collected in foreign currency, either dollars or sterling, by the Peruvian Consuls in the country of origin. This decree was later modified so that these consular fees, while still payable in dollars or sterling would be collected in Peru. In view of the difficulty of obtaining either dollars or sterling in fractional amounts, and in order to relieve the demand for free exchange, the government decided to revert to the original system of collecting the consular fees in soles and issued a Supreme Decree to this effect on June 12.

Australian Production of Canned Fruits Increased

Sydney, October, 1948.—(FTS)—Production of canned fruits in Australia for the 1948 season, to the end of July, was substantially higher than the production for the same period of 1947. There were increases in the production of canned apricots, peaches, pears, pineapples, apples, fruit salad and "other" fruits. There was a slight decrease in canned berry fruit.

Netherlands Sending Exhibit to Canada

The Netherlands will be represented for the first time at the Royal Winter Fair, being held next month in Toronto. Fresh fruits and vegetables, which are being shipped to Canada for the purpose by the Netherlands Central Bureau for Fruit and Vegetable Marketing, will feature the exhibit. The Association for Aromatic and Medicinal Herb Plantations and the Netherlands Export Bureau for Pulses and Consumption Seeds will also be represented. Herring, cheese and chocolate will likewise be placed on display.

Among the representatives from the Netherlands who are expected to attend the Royal Winter Fair are: M. Prins, President of the Central Bureau of the Association for the Marketing of Fruit and Vegetables; H. M. Velders, General Manager of the Purchasing and Sales Organization for Horticultural, Ornamental and Nursery Products; J. J. J. Bos, President of the Export Organization for Fruit and Vegetables; and J. P. L. L. A. Burg, representing the Netherlands Association for Medicinal Herb Plantations.

Firms interested in securing further information concerning this exhibit should communicate with Mr. A. S. Tuinman, Agricultural Attaché, Netherlands Embassy, 168 Laurier Avenue East, Ottawa.

Many Types of Products Produced By Textile Industry in Greece

Average production in 1947 reached 71 per cent of prewar level—Industry divided into seven main branches—Output of artificial silk nearly double that for 1939—Sulphur-oil production is an industry peculiar to Greece.

By T. J. Monty, Commercial Secretary, Canadian Embassy

(Editor's Note—This is the second of two articles on industry in Greece, prepared for publication in *Foreign Trade*. The first appeared in the October 16th issue.)

ATHENS, August 26, 1948.—Average production of textiles in Greece in 1947 reached 71 per cent of the prewar level. The textile industry may be divided into seven main sections, according to the types of products manufactured, as follows: cotton; wool; artificial silk (rayon); jute, hemp and flax; carpets; and knitted wear of cotton, wool and rayon.

Greece, a cotton-producing country, has about 130 cotton-ginning plants, located in cotton-producing areas. The number of ginning machines operating is 190 to 200, there being also about 25 machines for cleaning the cotton-seed after the ginning operation.

There are roughly three different types of factories. Spinning factories number 25 with 109,000 spindles. The second type, in which both spinning and weaving are carried on, totals 34 factories having 191,140 spindles and about 3,000 weaving looms. The third group, engaged in weaving alone, increased in number during the occupation and comprises 125 plants in all with about 8,000 weaving looms. In addition, there are smaller factories of the domestic type with a total of 3,500 to 4,000 looms. Average cotton production in 1947 was 73 per cent of the prewar volume.

There are also 23 factories making thread, 8 of which were established during the occupation. Production of these factories is higher than in the prewar period, due to the fact that such products are no longer imported. The largest, at Patras, manufactures thread for sewing as well as for making fishermen's nets.

Wool Industry Dependent on Imports

The wool industry comprises mainly the following branches: wool-spinning, wool-weaving, and small factories in which both spinning and weaving are carried on. Average production of these in 1947 was about 74 per cent of prewar volume. There are 17 wool-spinning factories with 27,000 spindles and 25 weaving factories, 15 of which are large and well equipped. The total number of weaving looms is 540. The third branch comprises 11 factories having 29,460 spindles and 1,160 looms.

About 80 per cent of the wool used is imported, mainly from Australia, New Zealand and South America, while 20 per cent is produced locally. Before the war about 1,500 tons of woollen yarns and 2,500 to 3,000 tons of raw wool were imported.

In all, Greece has 21 silk-weaving factories, some of which are equipped with spinning machinery. In addition, there are 27 spinning factories. These have 945 looms and 1,588 spindles. During 1947, the Greek silk industry produced 2,700,000 metres of cloth, made of pure silk, rayon and mixed, 470,000 metres being of pure silk.

After the war, the silk industry, on account of the heavy import duties, produced silk cloth made of rayon and other artificial material. Before the war, 90 per cent of the silk cloth produced was pure silk. Average production of silk cloth during 1947 was 84 per cent of the 1939 volume.

Output of Artificial Silk Nearly Doubled

As a result of the increased use of artificial silk in the weaving and knitting industries, the one factory producing artificial silk has increased its output to almost double the prewar figure, reaching 187 per cent of the 1939 volume.

There are 13 jute and hemp plants, with about 7,500 spindles and 460 looms. A factory in Salonica uses sisal for the manufacture of ropes and harvest string. In some 15 plants, mats and cloth are made for olive-oil plants, using cocoanut fibres as raw material. About 25 factories manufacture brushes. The plants in this group produced 54 per cent of their prewar volume in 1947.

Although Greece is known for its carpets, production is still negligible, amounting to only 7 per cent of the 1939 volume.

Cotton, wool and rayon knitted wear is divided into four branches: hosiery, outer and inner wear, and flannel production. The hosiery industry, having about 1,396 round machines and 782 cotton machines, produced during 1947 about 877,000 dozens pairs, which is about 43 per cent of the 1939 figure. There are some 140 factories making outer woollen wear and jersey underwear, which produced in 1947 a total of 35,000 kilos of knitted woollen outerwear and 173,000 kilos of jersey underwear. There are 16 flannel-producing units, the output of which in 1947 reached 69 per cent of the prewar level.

Production of Foodstuffs Below Prewar Level

The average output of the various industries producing foodstuffs during 1947 was 71 per cent of the 1939 volume.

In all, 85 small and large flour mills are spread over the country, their daily capacity being some 4,010 tons. After the war, only a few mills continued to operate, mostly for the account of the State. Production in 1947 was about 76 per cent of prewar volume. A total of 88 macaroni factories, some with rather modern equipment, make macaroni. On account of the world flour shortage, the output of this industry has not returned to prewar levels, 64 per cent of the 1939 volume being produced in 1947.

There are 17 fairly large alcohol-producing units and 9 large beverage plants, also a number of smaller ones. Alcohol production reached 63 per cent and alcoholic beverages 89 per cent of prewar levels. In 1947, two large breweries, one in Athens and the other in Salonica, produced 93 per cent of their 1939 prewar volume of beer.

Greece has 25 oil-seed pressing plants, five of which are also equipped with machinery for the manufacture of oleomargarine. Mainly as a result of reduced cotton supplies, production has been rather low, amounting to about 29 per cent of prewar volume.

Ice-making Plants Exceed Prewar Output

There are in all 136 ice and refrigeration plants in Greece, 52 of which are ice-making plants, 6 are storage plants, and 78 are of the combined type. This industry has exceeded prewar production by 2 per cent.

A total of 38 plants is engaged in canning vegetables, tomato paste

and fish. During 1947 these produced about 650 tons of canned foods, about 3,000 tons of tomato paste and 1,500 tons of canned fish. The 1947 production was 47 per cent of the 1939 prewar volume.

Operations of ten chocolate factories depend on imports of cocoa, which is not as readily available as formerly. Four large starch and glucose plants have a yearly capacity of 8,000 to 10,000 tons of glucose and about 2,000 to 2,500 tons of starch. During 1947 production reached 69 per cent of the 1939 level.

Seven factories use black currants as raw material for the production of yeast. Output in 1947 reached 80 per cent of the 1939 figure.

The average production of chemicals during 1947 was 56 per cent of the prewar volume. Two factories, one of which accounts for 95 per cent of total production, manufacture chemical fertilizers. A total of 77,200 tons was produced in 1947, which represent 57 per cent of the 1939 figure.

One big plant, which also produces chemical fertilizers, manufactures glassware and sheet glass. Production in 1947 reached 63 per cent of prewar volume, consisting of 4,058 tons of table glassware and 1,270,806 square metres of sheet glass.

Paints, varnishes and polishes are produced in four factories, output being lower than in the prewar period on account of scarcity of imported raw materials. Varnish is produced in sufficient quantities to meet local requirements, averaging in 1947 41 per cent of the 1939 figure.

Sulphur-oil Industry Peculiar to Greece

Sulphur-oil production is an industry peculiar to Greece. The oil, derived from crushing olive seeds, is used as raw material for soap-making. There are some 20 factories, mostly located near oil-producing centres. A total of 7,735 tons of sulphur oil was produced in 1947, being 60 per cent of prewar volume.

Soap production in Greece is closely connected with the sulphur-oil industry. There are about 75 factories of various sizes distributed among the olive-producing centres. Production in 1947 reached 61 per cent of the prewar level.

There are 33 factories producing rosin and turpentine. The raw product is derived from the sap of pine trees that abound in southern Greece and in the islands. Before the war, about 30,000 tons of rosin were produced, from which 18,200 tons of colophony and 5,200 tons of turpentine were obtained in 1939. After the war, production of rosin decreased to one-fourth of the 1939 production, attributable in part to destruction of trees (Mediterranean pine) during the war.

New Drug and Pharmaceutical Plants Established

Before the war there were some 15 plants manufacturing drugs and pharmaceuticals, but during the occupation about 30 to 35 new plants of smaller size were established to cope with the shortage of drugs and pharmaceuticals. Average production during 1947 was 23 per cent higher than in 1939.

Tanning extracts are produced by two large factories, the largest of which is on the island of Mytilene. They make tannin extracted from acorns. Production after the war dropped to 10 per cent of the 1939 average output.

One factory produces mainly sulphuric acid and to a lesser extent nitric and hydrochloric acids. In 1947, a total of 52,069 tons of sulphuric acid and 2,412 tons of nitric and hydrochloric acids were produced. Five factories make copper sulphate, meeting domestic requirements of 6,000 to 6,500 tons per year. In 1947, about 6,200 tons were produced. The country's

requirements of tartaric acid are met by one factory, output of which in 1947 was 11,127 kilos. Before the war there was an export surplus of this commodity.

A new factory for the production of naphthaline has been constructed since the end of the war. Its production in 1947 was 420,000 kilos, which meets domestic requirements.

There are some 15 factories producing rubber shoes, galoshes, rubber belting and all kinds of rubber goods for sanitary and industrial purposes. Production in 1947 comprised 85,400 metres of assembly belts and 1,522,000 kilos of all other types of rubber goods.

Three large and three small factories manufacture dyestuffs, the average 1947 production being 62 per cent of the prewar figure. In 1947, about 312,000 kilos of organic dyestuffs were produced, meeting a considerable part of domestic requirements.

Leather Tanning Highly Developed

The leather industry is one of the most highly developed of Greek industries. Some 360 plants of all sizes, with and without machinery, are scattered throughout the country, producing sole and upper leather. Output in 1947 consisted of 3,712,000 kilos of sole leather and 1,600,000 kilos of upper leather. Production in 1947 was 47 per cent of the 1939 volume, and this industry has been assisted by the cutting down of imports of finished leathers.

Fourteen plants, five of which are of moderate size, manufacture paper, mainly writing and printing types, but also wrapping papers for the cigarette industry. About 15 tons were produced in 1947, representing 57 per cent of the 1939 output.

As Greece lacks raw materials, the Greek paper industry concentrates mainly on those qualities of paper required for domestic consumption. Newsprint is not produced locally, on account of its relatively high cost, nor is cigarette paper. Due to a shortage of raw materials, overall production has not yet been able to meet the needs of the market.

The hat industry is of some importance, but only 25 per cent of the 1939 production was obtained in 1947.

Output of the woodworking industry in 1947 was only 33 per cent of the 1939 volume.

Cigarette Industry Expanded

The Greek cigarette industry is one of the few which have expanded by reason of increased demands and consumption. Production in 1947 was 35 per cent higher than the 1939 figure.

Consumption of electric current in the Athens area increased after the war, and in 1947 was 33 per cent higher than in 1939. In the provinces it dropped to 88 per cent in 1947. When both fuel and machinery are available, consumption of electric power for domestic and industrial use, will increase substantially. At present the use of electric current is limited on account of increased demand caused by the overflow of population from the provinces, due to the civil strife. In 1947 the production of electric household appliances was only 44 per cent of the 1939 volume.

(Editor's Note—Through a typographical error, it was erroneously stated in a report from Mr. T. J. Monty on foreign financial aid to Greece, published in the September 4, 1948, issue of *Foreign Trade*, that the President of the United States had asked Congress to vote \$30,000,000 for the rehabilitation of Greece and for military supplies. This figure should have been \$300,000,000.)

Tariff Negotiations With Eleven Nations Planned for Next Year

Denmark, Dominican Republic, El Salvador, Finland, Greece, Haiti, Italy, Nicaragua, Sweden, Peru and Uruguay have indicated desire to participate in General Agreement on Tariffs and Trade.

CANADA will participate in a new series of multilateral tariff negotiations with eleven countries that have indicated their desire to become parties to the General Agreement on Tariffs and Trade. The negotiations will take place in Geneva, Switzerland, commencing April 11, 1949, and the countries concerned are: Denmark, Dominican Republic, El Salvador, Finland, Greece, Haiti, Italy, Nicaragua, Sweden, Peru and Uruguay.

Canadian trade associations and business concerns interested in trading with these countries are invited to submit representations to the Commercial Relations and Foreign Tariffs Division relating to tariff and other concessions. As "request lists" must be exchanged between Canada and the named countries before January 15, 1949, representations should be submitted as early as possible, and no later than December 20, 1948. The preparatory work will be facilitated if briefs are submitted in six copies. Representations dealing with the Canadian tariff should be addressed to the International Economic Relations Division, Department of Finance.

Further negotiations between Canada and the United States, the United Kingdom and any other country that participated in the Geneva negotiations last year are not presently planned. Canada and the other countries that negotiated at Geneva last year will be expected to negotiate only with the eleven countries listed above. In general, contracting parties will not be required to negotiate on products already in the schedules, except in individual cases, where one of the acceding governments has a special interest. Concessions contained in the existing schedules will be taken fully into account.

Although briefs are not required to follow a precise pattern, the following outline is provided to assist trade associations and business concerns in the preparation of their briefs:

- (a) The general purpose of the proposed negotiations is the reduction of trade barriers and the expansion of world trade. Accordingly, representations should devote particular attention to the possibilities of enlarging the access of Canadian industry to external markets.
- (b) The negotiations will be conducted in accordance with the provisions of the General Agreement on Tariffs and Trade and the Havana Trade Charter.
- (c) It is desirable that briefs should contain a concise summary of the views of the applicant in respect to:
 - (i) tariff concessions which Canada should seek from the listed countries,
 - (ii) non-tariff obstacles to Canadian products which Canada should seek to have modified or removed,
 - (iii) items on which tariff concessions by Canada might be desirable or undesirable.

Reductions in Tariffs Already Achieved

The principal trading nations of the world carried out a comprehensive series of trade and tariff negotiations in Geneva last year, which were directed to the substantial reduction of the general level of tariffs and

preferences on a reciprocal and mutually advantageous basis. The results of these negotiations were incorporated in the General Agreement on Tariffs and Trade, which is now in provisional effect among 22 nations, accounting for 70 per cent of world trade.

Contracting parties of the General Agreement on Tariffs and Trade resolved, at their second session in Geneva last August and September, to broaden the membership of the General Agreement, in an effort to expand the volume of world trade and to increase the value of this agreement to the participating countries. To this end, all countries showing an interest in the Havana World Conference were invited to enter into tariff negotiations similar to those successfully concluded by the 22 contracting parties. In response to this invitation, the eleven countries listed above indicated a desire to enter into the proposed tariff negotiations.

Mexico Providing Market for Cotton Textiles Despite Higher Production

Imports of cotton cloth in 1946 valued at 24 million pesos as against 16 million in preceding year—Canada's share of market negligible—Production confined mainly to cheaper fabrics.

By C. B. Smith, Commercial Division, Canadian Embassy

(Mexican peso was devaluated July 22, 1948, and is still unstable at a rate of about 6.90 to the U.S. dollar.)

MEXICO CITY. September 14, 1948.—Despite the availability of domestic supplies of raw cotton and the rapid expansion in production which was made possible by world-wide shortages during the war, the Mexican cotton textile industry is still importing about 25 million pesos worth of cotton cloth annually. The situation is not likely to change until looms and machinery generally have been modernized and production is diverted to some extent from the cheap types of cloth which at present form the bulk of national production and are exported in some quantity.

Mexico's total imports of cotton cloth in 1945 were valued at about 16 million pesos, increasing to 24 million pesos in the following year. Canada's share of this trade was negligible, her exports to Mexico of cotton and manufactures in 1946 being valued at \$190,358. Canadian imports from Mexico were valued at \$9,120 in 1945, increasing to \$26,343 in 1946.

Mexico's exports reached record levels during the war, but the trade which has been retained since 1946 is mainly in cheap fabrics such as calico, and the market abroad now is confined largely to South America and South Africa, where domestic demand is similar to that of Mexico. With the exception of cotton lace or finished goods, Canada and the United States are purchasing very little of this type of goods.

The unstable position of Mexican currency, which was foreseen for many months before devaluation, and multiple import-export trade regulations, of which the latest is a 15 per cent ad valorem tax on all exports, have had an adverse effect on export trade this year. Exports in January totalled 7,136,761 metres, according to the Federation of Textile Industries. They fell gradually to 5,699,989 metres in April, and to 5,096,740 metres in June.

Imports naturally tend to augment national production. Several Mexican manufacturers have recently begun to produce such cloths as poplin, but they have temporarily abandoned their plans on account of high costs.

High Production Costs Present Problem

The problem of costs is a basic one in any consideration of the industry's future. Machinery, dyes, spare parts and accessories are all imported, mainly from the United States, Canada and Britain, and entail payment in ever scarcer dollar exchange. The cost of labour also has increased at least in proportion to the general increase in prices and costs in the country. One textile plant in Mexico City reports that staff wages totalled 55 million pesos in 1946 and now are over 200 million pesos per annum.

The high cost of labour and the need for more modern equipment are indicated by the fact that one man in the average textile mill in Mexico attends to four looms as compared with the thirty-two automatic looms that one man will manage in a United States plant.

The price of raw cotton also has increased production costs by approximately 40 per cent. Official prices of cotton in November, 1947, were 143 pesos per 100 pounds, and in September of this year had risen to 195 pesos. Mexico gained valuable dollar exchange by exporting raw cotton in large quantities almost to a point where local mills were left without adequate supplies. In fact, long-fibre cotton appears to have been exported almost without regard to local requirements, so that antiquated machinery in Mexican mills has been left to handle short fibres, for which it was not built. In so far as the cheaper grades of cotton fabrics are concerned, however, foreign products are usually unable to offer competition because of protective import tariffs.

The textile industry as a whole is Mexico's third in national importance, being exceeded only by mining and oil production, reportedly employing one person in every five of the country's population. The future of the cotton textile industry seems to depend almost entirely on the rapidity with which mills can be modernized and rising production costs halted. The number of new mills now under construction is indicative of a certain determination to keep the industry in its present prominent place in the nation's economy. Modernization would keep Mexico in the forefront among Latin American producers of cotton textiles and would tend to reduce the market for foreign supplies.

Economic Recovery in Italy Delayed by Recessionary Trend in Production

*Progress made in 1947 delayed by hesitancy prior to April elections
and uncertainty as to final passage of legislation for European
Recovery Program—Best crop forecast since the war.*

By A. P. Bissonnet, Assistant Commercial Secretary, Canadian Legation

(Editor's Note—This is the first in a series of five articles on economic conditions in Italy, prepared for *Foreign Trade*.)

ROME, August 20, 1948.—Deflationary conditions and a slight recessionary trend in productive activity marked the progress made by Italy towards economic recovery in the last quarter of 1947 and the early part of 1948. This was caused by an unwillingness to enter into commitments before the April election results were known, and by the uncertainty of the final passage of legislation by the United States Congress covering the European Recovery Program. While the United States participation in European recovery was later assured, the election results would determine Italy's position in relation to United States aid.

The cost of living was about 50 times its 1938 level, while the purchasing power of the working classes was nearly in keeping with the cost of living. Wages in industry, in fact, were about 51 times those of 1938, while in agriculture they were about 60 times higher. Much less favourable are the conditions of civil servants, whose salaries are barely 23 times what they were in 1938.

Lack of proportion between manpower and capital available, which is one of Italy's serious problems, may be solved to some extent by the introduction of foreign capital into the country.

Crop Outlook Best Since War

Though industry was subject to price, wage, capital, manpower, resources and population changes, there was evidence that Italian agriculture would have one of its highest crop yields since before the war. It is now estimated that Italy's wheat crop will reach 6,500,000 tons, and the general harvest outlook is good. The corn harvest may yield as much as 3,000,000 tons, and the crop outlook for rice, which many Italians substitute for pasta, is fair. This is due, in part, to the fact that cereal acreage this year has increased.

Due to the necessity for expanding its economic transactions with foreign countries, Italy continued its policy of making commercial agreements, usually allowing for trade on a compensation or clearing arrangement basis. On December 31, an agreement was signed with Poland. On January 7, an agreement with Holland was extended, and renewed on March 5. On January 27 an Anglo-Italian agreement was concluded. On January 28 a new agreement with Sweden was signed. On February 2 a treaty of friendship, commerce and navigation was signed with the United States. A protocol was initiated in Rome on February 21 concerning trade exchanges between Italy and the French Zone of Germany during the next six months. The Italo-French Customs Union was signed in Turin on March 21. Finally, on April 10 an agreement was signed with Bizonia concerning a program for supply of \$10,000,000 worth of Italian fruit and vegetables to that area in 1948.

As inflation became more pronounced in Italy in the first half of 1947, the Government tried to restore confidence in the lira. This was aided by what was called "rehabilitating" the budget and controlling bank lending. With the help of increased availability of goods, particularly foodstuffs, the upward climb of prices was halted in September and October. During the remaining months of 1947 there was a decline in prices, and the first four months of 1948 saw a levelling off of prices.

Government legislation to increase the official buying price for dollars to a level approximately equal to the "export dollar" quotations tended to curtail black market dollar dealings and reduced the spread between the two quotations to where the government price was 576 lire to the dollar in December as compared with the black market price of 582. During the first four months of 1948 the official price has varied little and has at times been higher than the black market price. At the end of the fiscal year on June 30, it was reported that revenue had reached 250,000 million lire, while expenditure was 1,200,000 million lire, not including the price of subsidies.

In March, 1947, a tax levy on capital was approved by the Government. A financial amnesty was decreed in January, 1948, and payment of this tax was postponed to June, 1948.

Latin American Market Presents Trade Opportunities to Canada

Certain republics experiencing shortage of United States dollars, though there is a goodly supply in others—Demand for Canadian products expected to increase with the further industrialization of South America—Inconvertibility of sterling and European currencies has caused difficulties.

By R. J. Moyse, Commercial Relations and Foreign Tariffs Division

LIKE Canada and most European countries, Latin America suffers from a shortage of United States dollars. In a fresh attempt to arrest the dollar drain, Argentina devalued the peso last June from 4 to 4·85 to the dollar, and in company with Colombia introduced new foreign exchange regulations. Mexico also reacted to the dollar scarcity by devaluating her peso last summer. Fortunately not all Latin America is in balance of payments difficulties, there being a goodly supply of dollars for the open purchase of exports in Venezuela, Cuba, the Dominican Republic, Uruguay, Haiti, El Salvador, Guatemala, Panama and Honduras. Of the remaining eleven republics, Argentina, Mexico and Colombia are in the least favourable dollar position. The following table indicates the extent to which gold and foreign exchange reserves have been depleted in those republicies where dollars are in short supply:

(a) Gold and Foreign Exchange Reserves
(Millions of U.S. Dollars)

	Dec., 1945	Dec., 1947	June, 1948
Argentina			
Gold and dollars	1,176	319	202
Sterling and other exchange (net)	454	719	573
Bolivia*	38	33	30(1)
Brazil			
Gold	354	354(2)	354(2)
Foreign exchange (net) ...	283	338	343(3)
Chile	110	56	50
Colombia	177	122	92
Costa Rica*	9	8	11(1)
Ecuador	33	27	25
Mexico	344	112	90
Nicaragua	7	5	10(4)
Paraguay	10	10	11
Peru*	49	47	41(1)
Total above	3,944	2,140	1,832
Total, excluding Argentine and Brazilian sterling and exchange holdings	2,307	1,083	916

* Including gold and foreign exchange holdings of commercial banks.

(1) May, 1948.

(2) Since June, 1947, \$80 million pledged for a loan contracted from U.S. Treasury.

(3) April, 1948.

(4) \$.5 million pledged for credit of \$4.5 million from Bank of America.

(a) Source: National City Bank Monthly Letter, September, 1948.

This table indicates that, in these eleven republicies, about \$1,800 millions of gold and foreign exchange were available last June. Approximately one half of this amount consists of inconvertible currencies, about \$900 millions being held in gold and dollars. As a result, many of the republicies have been forced to curtail their purchases from countries requiring payment in dollars.



Cuba—Havana, showing the presidential palace and the fine Avenida de las Misiones. Cuba is one of nine Latin American countries in which there is a good supply of dollars for the open purchase of exports.

Cuban Tourist Commission Photo.

There are four main reasons for this dollar scarcity in Latin America. In prewar years, when their dollar purchases were partly financed from their earnings of convertible exchange in Europe, these countries were partners in a triangular trading arrangement with the United States and Europe, in the same way as Canada. This system has been severely dislocated. European countries have found it necessary to keep their currencies inconvertible. So long as sterling remains in this category, the prewar triangular system of trade will not function without controls.

Although the war left these republics with large gold and dollar reserves, it also left them with a greatly expanded volume of consumer purchasing power and heavy demands for capital equipment. Thus, at a time when United States government purchases began to decline, reducing the current dollar earnings of Latin America, the demand for American exports increased enormously. The deficit with the United States was further increased by high American prices. Latin American importers had to compete in the United States market with the unprecedented buying of Canadians and Europeans, as well as with the large domestic purchases of Americans themselves. Unfortunately, some Latin American countries have not yet been able to halt the rise in their volume of liquid assets and money income. Hence the pressure on their balance of payments from this source has not significantly subsided.

The inadequate production of export goods in Europe is the fourth reason for the dollar drain. Latin America has turned to the United States for commodities not available, or not available in sufficient quantity, in Europe. Once European output increases, the balance of payments difficulties will be less severe.



Canadian Geographical Society Map.

Sources of Relief for Dollar Shortages

There are various sources from which relief from the dollar shortage in Latin America may come. The present United States armament and stockpiling programs will increase United States imports from her neighbours to the South. Recent figures indicate that merchandise exports to the United States are earning more dollars, partly on account of higher prices, but also because of an increased United States demand for Latin American exports.

Direct investments, short- and long-term loans to the Latin American countries will probably be considerable this year, but not as large as in 1947, when they reached \$600 millions. Some aid might be forthcoming from the Export-Import Bank early next year. The International Bank for Reconstruction and Development has set aside about \$1,600 millions for Latin American projects. However, so far as the next few months are concerned, the supply of dollars from these sources will be relatively small compared with the demand.

"Off-shore" purchases of Latin American foodstuffs and raw materials under the Economic Co-operation Administration provide the best avenue for relief from the dollar famine. It is not possible to indicate the amount of aid forthcoming during the 1948 calendar year. However, ECA reports that purchases authorized up to September 23 were as follows:

ECA Authorizations to Latin America

Chile	\$25,272,500
Venezuela	19,329,684
Mexico	12,933,098
Brazil	12,497,098
Cuba	9,190,830
Peru	3,952,750
Uruguay	3,371,580
Nicaragua	840,000
Argentina	756,086
Paraguay	439,660
Bolivia	180,000
Haiti	90,055
Colombia	26,100
Ecuador	25,000
Total	\$88,905,083

ECA plans to spend about \$1,700 millions in Latin America between April, 1948, and June, 1949. Since half of this amount is already flowing to the republics, it can be expected that a moderate but reasonable supply of dollars will be available through "off-shore" purchasing.

Countries in Favourable Dollar Position

Those countries which have an adequate supply of dollars have not adopted many controls. The Dominican Republic, Haiti, El Salvador, Guatemala and Panama have neither import licensing nor exchange controls. Cuba requires import licensing for textiles only. Venezuela has a system of import licensing covering a limited number of commodities, such as edible fats and oils, footwear, certain textile fabrics and some foodstuffs. The remaining republics have regulations and controls varying in severity. They have, for the most part, been driven to adopt them in order to protect their exchange rates, their levels of income and employment and to obtain essential imports by conserving dollars and improving their trade balance with the United States. Controls set up over the last year to meet the dollar scarcity have usually been modifications of those instituted during the depression of the 1930's.

Canada has also used controls to put her house in order without having to burden herself or her friends with unnecessary hardships. With her own dollar shortage, now less severe than a few months ago, Canada has focused attention upon those countries which will give her dollars for her exports. Although Canada has built up a relatively large trade with Latin America since the war, the proportion of Canada's total exports to Latin

America is small. While the value of Canadian exports to those countries rose from \$17,372,000 in 1938, to \$129,771,000 in 1947, the proportion only increased from 2 to 4½ per cent.

The causes responsible for the large dollar deficits of the republics also account for the recent high value of Canadian exports thereto. The high value of postwar Canadian exports to Latin America was exceptional. However, trade prospects in Latin America are favourable. Canada may not be able to export the quantities of goods to which she has been accustomed since the war, but should be able to sustain a trade volume of no inconsiderable size. Even though the high demand of recent years is purely temporary, and despite the increased share of Latin American trade that Europe will acquire once its production for export gets thoroughly underway, Canada can count on the demand growing, due to the industrialization of South America and the consequent increase in real income.

Industrialization in South America Projected

Many Latin American countries have already embarked on extensive industrialization programs and others are projected. The capital for these schemes will come largely from the United States, the United Kingdom and Canada. Moreover, the President of the International Bank for Reconstruction and Development has stated that the Bank intends to devote a major part of its attention to the needs of South America. To fulfil their plans for industrialization, South American countries will have to import large quantities of capital equipment. As industrialization proceeds, communities will become wealthier and standards of life will rise. Thus the demand for foodstuffs and consumer durables of all kinds will increase. Canada may expect to supply many of these commodities.

Since the industrialization of a country does not happen overnight, especially in the present disturbed world, the enjoyment of the benefits arising therefrom will be fairly distant. Only if a reasonably large demand for their exports is maintained, will the republics be able to realize their

Argentina—Avenida Alvear, Buenos Aires, one of the main arteries of this capital city.



Canadian Trade with Latin America

IMPORTS

Country	Twelve Months ended August					
	Average 1935-39		1947		1948	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Argentina.....	5,131	28.1	21,543	15.2	12,065	5.7
Bolivia.....	26	0.1	8	1	Nil	..
Brazil.....	881	4.8	11,554	8.2	19,866	9.5
Chile.....	97	0.5	465	0.3	306	0.1
Colombia.....	5,074	27.7	8,664	6.1	8,607	4.1
Costa Rica.....	67	0.4	1,698	1.2	2,693	1.3
Cuba.....	499	2.7	15,822	11.2	25,445	12.1
Dominican Republic.....	35	0.2	8,065	5.7	14,124	6.7
Ecuador.....	41	0.2	173	0.1	667	0.3
Guatemala.....	54	0.3	7,162	5.1	8,583	4.
Hayti.....	64	0.3	172	0.1	224	0.1
Honduras.....	55	0.3	9,917	7.0	5,189	2.1
Mexico.....	671	3.7	11,865	8.4	28,806	13.3
Nicaragua.....	2	1	86	0.1	180	0.2
Panama.....	36	0.2	2,036	1.4	695	0.6
Paraguay.....	55	0.3	234	0.2	269	0.9
Peru.....	3,780	20.7	588	0.4	431	0.1
Salvador.....	16	0.1	1,242	0.9	1,197	0.1
Uruguay.....	159	0.9	477	0.3	511	0.2
Venezuela.....	1,550	8.5	39,839	28.1	80,001	38.1
TOTAL.....	18,290	100.0	141,611	100.0	209,860	100.0

EXPORTS

Country	Twelve Months ended August					
	Average 1935-39		1947		1948	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Argentina.....	4,609	25.7	28,069	24.0	21,722	17.4
Bolivia.....	115	0.6	529	0.5	830	0.7
Brazil.....	3,700	20.6	26,012	22.2	34,552	27.7
Chile.....	826	4.6	4,204	3.6	3,477	2.8
Colombia.....	1,210	6.7	9,567	8.2	8,841	7.1
Costa Rica.....	95	0.5	1,550	1.3	1,001	0.8
Cuba.....	1,384	7.7	6,560	5.6	9,847	7.9
Dominican Republic.....	185	1.0	1,836	1.6	2,193	1.8
Ecuador.....	95	0.5	1,447	1.2	1,153	0.9
Guatemala.....	109	0.6	1,451	1.2	1,338	1.1
Hayti.....	139	0.8	1,354	1.2	1,297	1.0
Honduras.....	153	0.9	674	0.6	496	0.4
Mexico.....	2,518	14.0	11,067	9.5	14,570	11.7
Nicaragua.....	67	0.4	503	0.4	624	0.5
Panama.....	314	1.7	1,886	1.6	2,141	1.7
Paraguay.....	8	1	133	0.1	360	0.3
Peru.....	1,019	5.7	4,006	3.4	2,457	2.0
Salvador.....	64	0.4	561	0.5	882	0.7
Uruguay.....	310	1.7	3,583	3.1	3,737	3.0
Venezuela.....	1,024	5.7	12,037	10.3	13,306	10.7
TOTAL.....	17,944	100.0	117,028	100.0	124,824	100.0

¹ Less than one-tenth of one per cent.

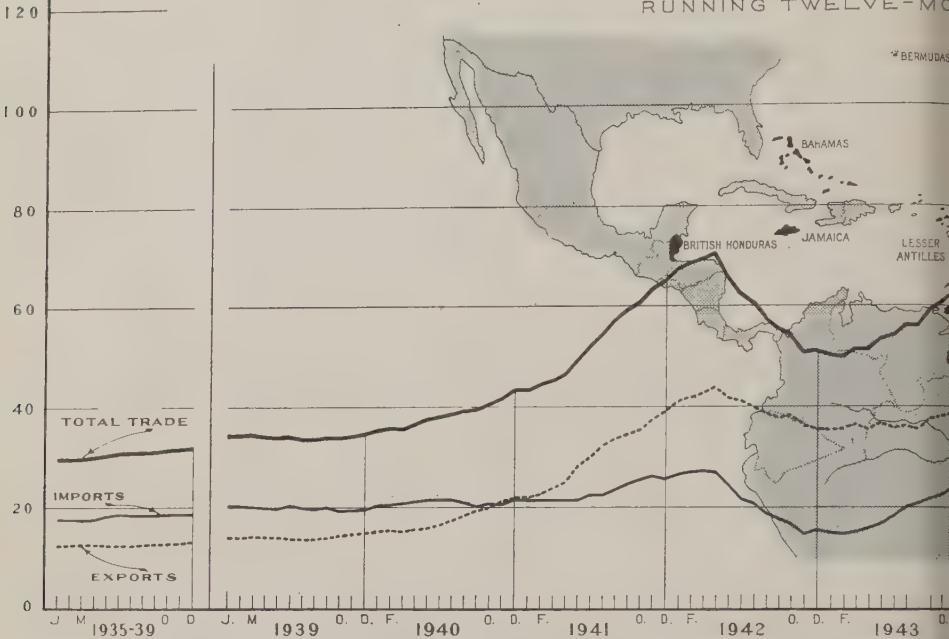
² Less than \$1,000.

plans, as they are particularly vulnerable to changes in the level of world trade. In 1943, it is estimated that exports from the twenty republics amounted to about 20 per cent of their national incomes. Thus, their export trade, which is open to wide, absolute and relative fluctuations, and which

MILLION
DOLLARS

CANADIAN TRADE WITH BRITISH WEST INDIES, BERMUDA,
WITH AVERAGE FOR THE BAHAMAS

RUNNING TWELVE-MONTH PERIODS



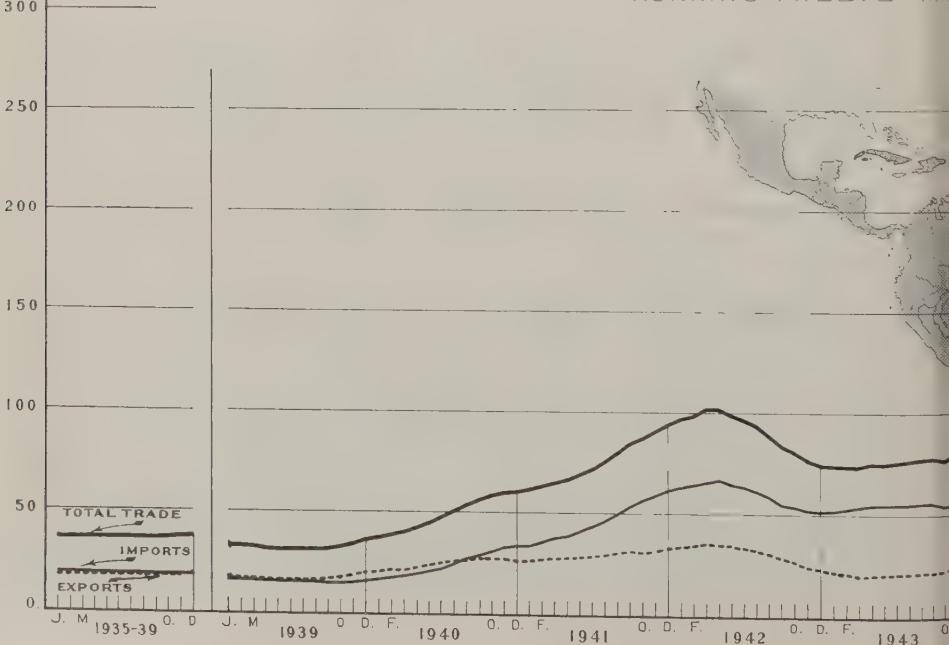
Canadian trade with Latin America, for trade statistical purposes, incl.
Cuba, Dominican Republic, Ecuador, Guatemala, Haiti, Honduras,

Canadian trade with the British West Indies, for trade statistical pu
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MILLION
DOLLARS

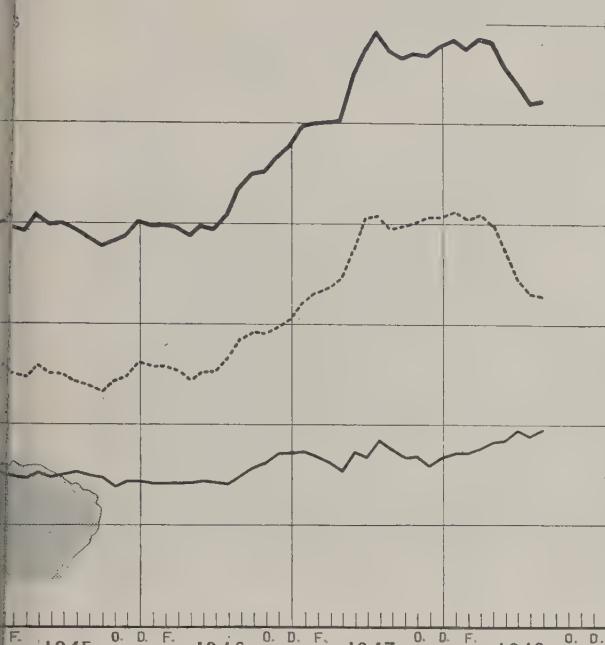
CANADIAN TRADE WITH LATIN AMERICAN REPUBLICS, 1939

RUNNING TWELVE-MONTH PERIODS



AND BRITISH HONDURAS, 1939 - 48

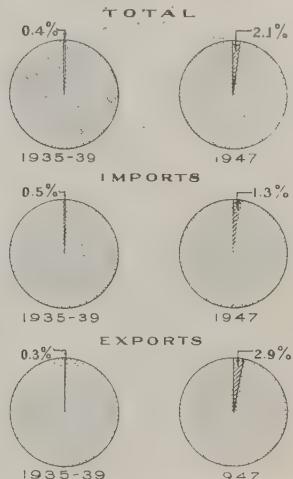
35-39



ing territories: Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, Panama, Paraguay, Peru, El Salvador, Uruguay and Venezuela.

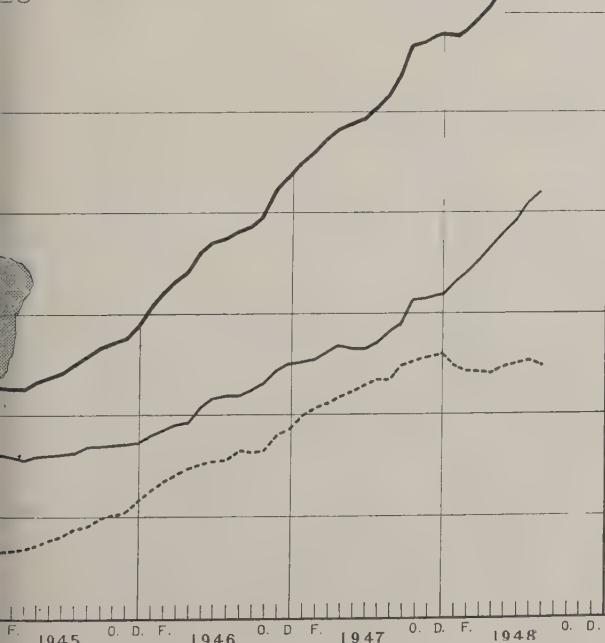
the following territories: Bahamas, Barbados, Bermuda, British Guiana, Trinidad Islands, Trinidad and Tobago.

**RELATIVE PROPORTIONS OF TRADE
WITH
BRITISH WEST INDIES, BERMUDA,
BRITISH GUIANA AND BRITISH HONDURAS
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD 1935-39
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR**

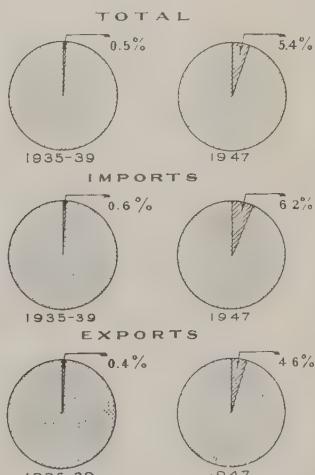


AVERAGE FOR THE BASE PERIOD, 1935-39

S



**RELATIVE PROPORTIONS OF TRADE
WITH
LATIN AMERICAN REPUBLICS
TO
TOTAL CANADIAN TRADE
AVERAGE FOR THE BASE PERIOD 1935-39
COMPARED WITH
LATEST COMPLETED CALENDAR YEAR**





Dominican Republic—Air view of Ciudad Trujillo, the capital. There are no apparent shortages of dollars in this Latin American republic.

Pan American World Airways Photo.

accounts for so much of their national output, is the most significant determinant of their economic welfare. Since they are immature economies, supplying raw materials and unfinished products, they depend in large measure upon the mature industrial countries, like the United States and the United Kingdom, for their levels of income and employment. As in Canada, high and stable levels of employment and income in the large industrial nations are essential to their economic well-being.

Indian Currency in Pakistan Not Legal After September

Indian currency ceases to be legal in Pakistan on September 30, 1948.
(*India Commercial News.*)

Record United States Air Shipments to Berlin

Frankfurt, September 17, 1948.—(FTS)—Nearly 45,000 tons of supplies were flown into Berlin by the United States between August 24 and September 8. Included in the record shipments were 10,043 tons of food, 31,581 tons of coal, and 2,801 tons of miscellaneous cargo. Cumulative totals for the United States Berlin air lift to September 8 are:

	Short tons
Food	47,356
Coal	81,296
Other	8,899
Total	<hr/> 137,551

In achieving this total, 21,032 flights were made, and during the ten days ending September 8, flights averaged 375 per day.

Canadian Trade with British West Indies

IMPORTS

Country	Twelve Months ended August					
	Average 1935-39		1947		1948	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Bermuda.....	102	0.6	113	0.3	62	0.2
British Guiana.....	5,348	29.0	11,716	33.5	15,488	39.7
British Honduras.....	85	0.5	843	2.4	642	1.6
British West Indies—						
Bahamas.....	1	.....	383	1.1	588	1.5
Barbados.....	3,354	18.2	8,314	23.8	5,955	15.3
Jamaica.....	5,291	28.7	6,776	19.4	8,516	21.8
Leeward and Windward Islands.....	1	.....	136	0.4	294	0.8
Trinidad and Tobago.....	2,362	12.8	6,373	18.2	7,497	19.2
Other.....	1,878	10.2	331	0.9	Nil	.....
TOTAL.....	18,420	100.0	34,985	100.0	39,041	100.0

EXPORTS

Country	Twelve Months ended August					
	Average 1935-39		1947		1948	
	Value \$'000	Per cent	Value \$'000	Per cent	Value \$'000	Per cent
Bermuda.....	1,350	10.8	4,878	6.2	4,416	6.8
British Guiana.....	1,258	10.1	9,493	12.0	9,340	14.3
British Honduras.....	251	2.0	1,351	1.7	1,072	1.6
British West Indies—						
Bahamas.....	1	.....	2,318	2.9	3,930	6.0
Barbados.....	1,155	9.3	8,221	10.4	6,371	9.7
Jamaica.....	3,751	30.1	18,500	23.3	15,688	24.0
Leeward and Windward Islands.....	1	.....	5,231	6.6	6,341	9.7
Trinidad and Tobago.....	3,123	25.1	26,033	32.8	18,224	27.9
Other.....	1,569	12.6	3,260	4.1	Nil	.....
TOTAL.....	12,456	100.0	79,285	100.0	65,384	100.0

¹ Included with "Other."

Gratitude for Gift Food Parcels Expressed by Great Britain

London, October 13, 1948.—(FTS)—The Ministry of Food have staged a "Thank You" Exhibition in London to express gratitude for the generosity of British Commonwealth and other countries in providing gift food parcels for the people of the United Kingdom.

Figures have already been quoted in *Foreign Trade* showing receipts of food parcels in recent years. A new fact was, however, brought to light at the Exhibition. Canada, which by 1947 had made gifts equivalent to two pounds of food for each member of the population, sent the most gift food in bulk (as distinct from individual parcels) between December, 1945, and March, 1948. Of a total of more than 106,596,000 pounds received, the amount from Canada exceeded 54,485,000 pounds. Other totals were Australia, 36,757,000 pounds; South Africa, 7,104,000 pounds; New Zealand, 2,589,000 pounds; United States, 1,468,000 pounds; British Colonies and other donors, 4,193,000 pounds.



Commodity Comments

By Export Division, Foreign Trade Service

Foods and Related Commodities

Lighting Apparatus Used by Norwegian Fishing Boats.—Norwegian fishermen are using light throwers to attract to the surface schools of herring, that otherwise stay too deep. The apparatus consists of projectors with strong lights, as much as 2,000 watts. These are mounted on the vessels and throw light on the surface of the water. The light enables fishermen to operate at night and attracts the herring to the surface so they may be caught by purse seines, operated from small boats.

Bizone Germany's Herring Fishery at Peak.—The German herring industry is reported operating at its highest peak since World War II. The season, beginning approximately at the end of May, ends in December. Fishing grounds extend from the Shetland Islands to the British Channel, according to the movement of the schools of herring.

During the 1947 season, six companies operated 66 luggers, which landed catches totalling 49,826,392 pounds of prepared and salted herring. The present season opened with 72 luggers, which landed 19,832,736 pounds from 166 fishing trips up to and including August 18, 1948, as compared with 15,671,040 pounds from 134 fishing trips during the corresponding period in 1947. Before the war, the German lugger fishing fleet consisted of 170 ships.

Newfoundland Whaling Activities.—Whaling operations off Northern Newfoundland and Labrador are reported nearing conclusion and a very successful season. It is understood that 646 whales have been captured so far this year off the coasts of Newfoundland. In 1947, the total number of whales caught was 455, as compared with 529 in 1946.

Canned Salmon Pack.—The Pacific Coast canned salmon pack on October 2, 1948, as compared with that of last year was:

	1948	1947
	Cases	
Sockeye	256,410	285,456
Springs	15,249	9,549
Steelheads	5,399	3,213
Bluebacks	19,875	4,540
Coho	169,039	131,366
Pinks	320,283	598,744
Chums	341,045	394,330
Total	1,127,300	1,427,198

Seal Fishery in Newfoundland.—Seventeen vessels of Newfoundland registry caught a total of 77,012 seals, valued at \$224,203, in the 1948 season. Eight vessels of foreign registry accounted for 64,959 seals, valued at \$173,816.

Air Freight Proving Boon to Rhodesian Agriculture.—Farmers are using air transportation to circumvent the tsetse fly areas when moving stock between Northern and Southern Rhodesia. Formerly, the shipment of cattle necessitated a fairly lengthy quarantine period, but air transportation is expected to overcome the quarantine restrictions. There is no doubt that the freight service will be of great benefit to the breeders of livestock.

Machinery, Metals and Chemicals

New Zealand Seeking Electrical Equipment.—The New Zealand State Hydro-Electric Department has called for tenders for the following electrical equipment:

- (a) 7.5 M.V.A. Transformer Bank and Spare Unit for the Gisborne Substation; contract No. 99, Section 36, Napier District. Tenders close on February 8, 1949.
- (b) 110 K.V. Outdoor Steelwork and Switchgear and 220 K.V. Steel-work for Haywards Substation, contract No. 11, Section 276, Palmerston North. Tenders close on February 15, 1949.

Interested firms may obtain further information from J. A. Malcolm, New Zealand Government Trade Commissioner, Room 609, Sun Life Building, Montreal.

Liquid Propane to be Produced in Turner Valley.—Western Propane Company expects shortly to commence production of liquid propane in the Turner Valley area. Production will probably be at a rate of 15,000 gallons daily, which will be stepped up to 30,000 gallons for the Alberta, Saskatchewan and British Columbia markets. Propane gas from the Royalite Oil Company's absorption plant in the Turner Valley will be the raw material.

Price of Aluminum Increased in the United States.—Effective October 11, the Aluminum Company of America has announced an increase of one cent a pound in the price of aluminum. The change will bring the price of 99 per cent aluminum pig to 16 cents a pound and 99 per cent ingot to 17 cents a pound.

Wood and Paper

European Forestry Problems Discussed.—Forestry problems in Europe were discussed in a recent address delivered by Sir Herbert Broadley, Deputy Director-General of the Food and Agriculture Organization of the United Nations, some of whose observations are of particular interest to Canada. Timber was one of the few basic raw materials for which Europe was practically self-supporting before the war, he said. Northern Europe, Russia and countries carved from the former Austro-Hungarian Empire exported a substantial part of their timber to the industrialized nations of Western Europe. Timber imported by Great Britain from North America was not much in excess of quantities shipped from Northern and Eastern Europe to the Middle East and the Southern Hemisphere.

This situation was substantially changed as a result of the war. Russia is no longer an exporter of timber, while the Scandinavian countries and Eastern Europe have less than half as much timber available for export as in prewar years. Accordingly, the importing nations of Western and Southern Europe can obtain only 60 per cent as much timber as before the war. This is in the face of needs which are materially larger than in ordinary times, due to destruction during the period of hostilities, the interruption of building activity for almost ten years, the need for repairing railways and the necessity of rehabilitating export trade.

This alarming situation induced FAO to create a committee to study the European timber situation in an effort to avert a crisis in 1948. This committee has achieved remarkable success. However, the European timber crisis has not been solved; it has only been postponed. If hopes for the European Recovery Program materialize, an effective demand for timber is bound to develop from year to year until it reaches the level of essential needs. Food requirements which are not met in one year have a detrimental effect on the health and well-being of people, but do not need to be fully considered in planning for the following year. Timber needs,

on the contrary, accumulate. The fewer houses built between 1945-48, the more houses will be required in 1948-49 and will have to be planned for erection during 1949-55. In the face of this rising demand, there is a danger that supplies available to Europe five years hence will not only fail to increase, but will fall below the present level.

The European timber outlook is, therefore, quite alarming and the FAO/ECE Timber Committee has concluded that a serious crisis can be averted only by a combination of the following three measures:

- (a) Further economies in timber consumption. A sub-committee has been instituted to prepare specific recommendations to be discussed at an inter-governmental conference next spring.
- (b) Resumption of large-scale imports from the Soviet Union. It is the hope that inter-European co-operation, which is the main purpose of ECE and in which the USSR is taking an active part, will induce the Soviet Union to resume timber exports at the expense of a slight reduction of domestic consumption, and
- (c) Stimulation of exports from Eastern Europe, i.e., Finland, Poland, Czechoslovakia, Yugoslavia and Rumania.

Emergency measures contemplated for the next few years do not provide a remedy for the more permanent difficulties of Europe's timber economy. Indeed, to some extent these short-term measures are likely to aggravate the longer-range problem of bringing Europe's forests back to a normal situation. Especially in Eastern and Central Europe, the increase in timber exports will be achieved only by excessive cuttings. Already the annual cut of industrial timber in Europe is 30 per cent in excess of the annual growth. In other words, the growth drain relation is about as bad as it is in the United States. This cannot be allowed to continue, and it is FAO's responsibility to make sure that the necessary measures are taken at once.

Europe must look to herself for the solution of her timber problems, and fortunately she can do so. Although the annual timber crop is far better utilized in Europe than in the United States, there is still much waste. Sawdust is thrown away every year by millions of tons. Large amounts of wood are burned every year for fuel. Modern techniques, especially in the field of wood chemistry, open the possibility of transforming at least a large portion of this woodwaste into useful commodities.

There are 300 million acres of forest land between the Irish Sea and the Russian border. Properly managed, each of these acres could grow a ton of wood every year. If properly processed, these 300 million tons of raw material could not only meet Europe's needs for 30 million tons of building timber, but could also make a decisive contribution to Europe's supply of consumer and capital goods. Through the FAO Forestry and Forest Products Commission and by direct help and advice to European governments, FAO is working on plans for the better utilization of European forests in the interests of timber supplies and in long-term food production measures.

Data for Exporters Compiled

Information, of particular interest to Canadian exporters, concerning shipping documents and customs regulations of foreign countries, is being compiled by the Commercial Relations and Foreign Tariffs Division, Foreign Trade Service. Countries concerning which such information is now available in a revised form are: Denmark, Italy, Mexico, Norway, Sweden and Switzerland. Data on other countries will be made available from time to time.

Canadian Bacon, Cheese and Shell Eggs Capture First Prizes at Dairy Show

Additional awards secured by exhibits entered at display held in London under auspices of British Dairy Farmers' Association.

LONDON, October 27, 1948.—(FTS)—Canada captured first, second and third prizes for bacon and shell eggs, and first and fourth prizes for cheese, which were placed on exhibition at the Dairy Show, held this week under the auspices of the British Dairy Farmers' Association at Olympia. Displays were limited to British Commonwealth countries.

Canada Packers, Limited, of Toronto, were awarded first place for their bacon, while second place was awarded to Burns Eastern Limited, of Kitchener, Ont., and third place to John Duff & Sons, of Hamilton, Ont.

The first prize for eggs was awarded to the Canadian Produce Association, in Three Rivers, Que., the second prize to the Saskatchewan Division of the Western Canadian Produce Association, and third prize to the Western Ontario Produce Association.

Tom Aicken, cheesemaker of the Blanchard and Nissouri Cheese and Butter Company, Limited, of Belton, Ont., who is a consistent winner at dairy shows in Canada, secured first prize for the cheese exhibit of his firm, while the fourth place was awarded to an exhibit entered by the Elma and Mornington Cheese and Butter Company, Limited, of Britton, Ont. It would appear from these results that Canadian cheese of cheddar type continues to enjoy favour in the British market.

Record Number of Cattle Entries at Dairy Show Being Held in London

Total of 784 from attested herds is double peak figure in 1947—Canada has attractive display of bacon, cheese, shell eggs and poultry.

LONDON, October 26, 1948.—(FTS)—Cattle entries at the Dairy Show, which opened today at Olympia under the auspices of the British Dairy Farmers Association and continues until October 29, established a new record of 784 from attested herds. This figure is twice that of last year, when the previous record was set. The number of entries in 1937 and 1938 was only 370 and 359 respectively. Entries, by breeds, are: Ayrshires, 211; British Friesians, 115; Jerseys, 113; Dairy Shorthorns, 90; Red Polls, 72; South Down, 15; Lincoln Red, 13; Dexter, 11; and Kerry, 8.

Increased Wages for Shipyard Workers in Great Britain

London, October 13, 1948.—(FTS)—An increase of five shillings a week is to be paid workers in the shipbuilding and ship repairing industry. This decision, which was expected in view of a similar increase, beginning this week, for engineers, was reached at a meeting of representatives of the shipbuilding employers and unions recently.

The increase will take effect at once and will be an addition to the war bonus of five shillings a week of 44 hours for male employees 21 years old and over, whether time workers or piece workers. It will apply to men whose wages fluctuate with shipbuilding and ship repairing wages, but not to men whose wages fluctuate with wages in other industries. It will affect junior male employees and women in accordance with existing agreements. More than 200,000 workers are employed in the industry.

Canadian Agricultural Equipment Has Limited Market in Angola

Imports of farm tools and implements greatly increased in past few years and further expansion is anticipated—Total imports from Canada in 1947 only \$33,000, with almost negligible purchases of farm machinery.

By L. H. Ausman, Canadian Government Trade Commissioner in Belgian Congo

(Editor's Note—This is the first in a series of articles on Angola as a market, prepared for *Foreign Trade*.)

LEOPOLDVILLE, July 2, 1948.—Angola offers a limited market for certain Canadian products, notably agricultural tools and implements. Present exchange and import control restrictions hamper this development, but it is anticipated that new regulations will be introduced which will tend somewhat to ease the position. Total imports from Canada in 1947 amounted to \$33,000 and covered a number of items, each having, with one exception, a value less than \$3,500. It should be possible to increase these general imports to a certain extent.

The following record of the importation of agricultural and industrial machines and tools of all kinds during the past sixteen years indicates a gradual acceleration since the depression years:

Imports of Machinery into Angola

	Agricultural machines	Industrial machines (Angolares)	Tools
1932	735,000	6,553,000	1,532,000
1933	1,153,000	8,496,000	2,553,000
1934	1,689,000	5,477,000	2,405,000
1935	997,000	13,313,000	2,097,000
1936	396,000	8,256,000	2,036,000
1937	875,000	13,322,000	3,276,000
1938	1,283,000	17,586,000	4,103,000
1939	2,732,000	13,467,000	3,546,000
1940	4,325,000	8,006,000	1,287,000
1941	3,396,000	7,059,000	1,170,000
1942	4,264,000	6,937,000	2,034,000
1943	4,094,000	7,457,000	3,611,000
1944	4,063,000	9,280,000	4,031,000
1945	10,523,000	16,795,000	4,307,000
1946	10,136,000	21,552,000	6,321,000
1947	12,699,000	41,007,000	11,898,000

It will be noted that the greatest increase occurred during the postwar years in all three groups. Agricultural implements (and tools) have not, however, kept pace with the importation of industrial machines. Since 1944, the latter increased over four times as compared with three times for agricultural equipment. A tremendous increase, however, is expected by the government authorities and it is estimated that by 1950 imports of farm implements and tools of all kinds will reach or exceed 100,000,000 angolares (\$4,000,000).

Although the United States, the United Kingdom, Portugal and Sweden will be large suppliers, there seems no reason why a certain proportion of this business should not go to Canada. In fact, in the long run, agricultural implements and motor vehicles are likely to be the most important exports from Canada to Angola. In 1947, imports of farm tools and machinery from Canada, as recorded by the Angola Statistical Service, were almost negligible. It is possible, however, that some of the imports credited to the United States included Canadian goods shipped from American ports.

Canadian figures do not separate Angola from other Portuguese African territories and this fact cannot be substantiated.

It is unlikely that, notwithstanding the present import restrictions, permits would be refused for agricultural equipment. Canadian firms interested in this growing market should, therefore, take immediate steps to place their offers in the hands of Angola importers. Prices should be quoted in United States dollars and c.i.f. Luanda or Lobito, or f.a.s. New York or New Orleans. If sufficient cargo is offered, it is possible that the Canadian steamship line serving Matadi would call at these ports. The names of the principal importers of agricultural machinery and tools are on file with the Foreign Trade Service of the Department of Trade and Commerce and may be secured by Canadian manufacturers on request. Other possible distributors can be suggested by the Canadian Trade Commissioner in Leopoldville. Copies of correspondence with these firms may be forwarded to him for follow-up purposes.

It is also recommended that Canadian manufacturers wishing to market their agricultural equipment in Angola send copies of their catalogues and price lists to Direcção dos Servicos de Economia, Luanda, Angola. It should be noted that, while the government will not be a purchaser, the Economic Affairs Service is sometimes consulted as to the suitability of various machines for certain types of work.

Angola, with its climate ranging from the tropical on the coast to the temperate on the plateau, provides an unusual combination of agricultural products within a relatively small area. The poor sandy soil on the coast, and the lack of rainfall in the southern section, results in a yield of agricultural products, other than tropical plantation crops, insufficient for the local inhabitants. It is in this area that the greatest concentration of Europeans is to be found. In the semi-uplands the produce of the soil is slightly better but, on the whole, only about sufficient for the basic needs of the predominant native population. It is in the plateau regions that climate and soil combine to give a yield of field crops in excess of local needs and provide a valuable export not only to other parts of the Colony but for shipment abroad as well.

Natives Grow Main Share of Agricultural Products

Except for coffee and sugar the agricultural production in Angola is chiefly in the hands of the Africans, who sell their surplus to European dealers for distribution and export. Generally speaking, the African uses no scientific methods of farming and only very primitive hand tools. The soil, at no time very rich, is frequently impoverished by repeated growing of the same crop without either rest or rotation. In addition, a further deterioration takes place as a result of the policy of clearing the land for the new planting by burning the stubble and remains of the recent harvest.

When the land has reached a point where the yield is too low to justify the effort, the native farmer simply moves on to a different location and the process of "mining" the soil begins once more.

The Colonial authorities are aware that a more intensive and, at the same time, a more modern method of agriculture would benefit not only the standard of living of the African but the financial position of the Colony as measured by increased returns from exports of agricultural products. It is recognized that the use of at least a minimum of up-to-date mechanical equipment would be a considerable advance over the primitive tools which do little but scratch the surface of the soil. It is equally evident, however, that, individually, the African native cannot hope to provide himself with these modern tools by means of which he could win from the soil greatly improved returns.

Trade and Tariff Regulations

Chilean Surcharge Increased

Santiago, October 15, 1948.—(FTS)—A Chilean decree, published October 11, 1948, increases the surcharge on imports of goods included in Sections II and III of the Chilean exchange budget from 540 per cent to 790 per cent. This surcharge is used as a means of converting gold pesos, in which duties are expressed, to paper pesos, in which duties are paid. The surcharge of 540 per cent meant that for each gold peso of import duty the importer paid 6·4 paper pesos. Under the increased surcharge he will now pay 8·9 paper pesos per gold peso, the result being an increase of about 46 per cent in rates on the goods affected.

New Zealand Announces Import Regulations for 1949

Wellington, October 19, 1948.—(FTS)—The New Zealand Minister of Customs announced today the licensing schedule for the year beginning January 1, 1949. The year 1948 is to be used as the basis for import licences. With respect to Canadian dollars, licences would have to be specially applied for and it would have to be proved that the goods were not available from sterling areas and that they were essential. He stated further that it is a breach of the Customs Act to place an order to import before obtaining the necessary licence. Canadian exporters should note this point.

Singapore Revises Import Control Policy

Singapore, October 5, 1948.—(FTS)—Changes have recently been made in the import control policy of Singapore, similar to those already announced by the Federation of Malaya (see *Foreign Trade*, October 16, page 790). The purpose of the change is to provide equality of treatment as regards imports from all hard-currency countries. Canadian products for which licences were previously granted on the basis of prewar imports will now be restricted to the same extent as imports from any other hard-currency country.

United States Imports of Products Under Quota Reviewed

Washington, October 13, 1948.—(FTS)—Preliminary figures issued by the Treasury Department show the standings of the quotas provided for under the General Agreement on Tariffs and Trade from the beginning of the quota periods to October 2, 1948:

	Total world quota	Reduction in duty from 1930 Tariff Act	Imports as of October 2, 1948
	per calendar year	6½ to 2c. per gal.	Quantity Per Cent
Whole milk	3,000,000 gal.	6½ to 2c. per gal.	6,280 gal.
Cream	1,500,000 gal.	56 6/10 to 20c. per gal.	1,216 gal.
Butter	Quota ineffective for the period April through October.		
Filletted fish, fresh or frozen; cod, haddock, hake, pollock, cusk and rosefish	24,930,188 lbs.*	2½ to 1½c. per lb.	19,255,359 lbs. 77.2
Seed potatoes	2,500,000 bu. beginning September 15/48	75 to 37½c. per 100 lbs.	4,350 bu. .17
White or Irish potatoes other than seed potatoes	1,000,000 bu. beginning September 15/48	75 to 37½c. per 100 lbs.	252,843 bu. 25.3

*A proviso to the General Agreement on Tariffs and Trade limited imports for consumption at the quota rate to 18,679,641 pounds during the first nine months of 1948.

Trade Commissioners on Tour

CANADIAN Trade Commissioners return periodically from their posts in foreign lands to familiarize themselves with conditions in this country and the special requirements of the commercial community. They are in a position to furnish information concerning markets in their respective territories and possible sources of supply. Exporters and importers are urged to communicate with these officers, when in their vicinity, and to discuss the promotion of their particular commercial interests, now and in the future. Arrangements for interviews with these trade commissioners should be made directly through the following offices in the areas concerned:

Ottawa—Foreign Trade Service, Department of Trade and Commerce

Brantford—Board of Trade.
Calgary—Board of Trade.
Charlottetown—Board of Trade.
Edmonton—Canadian Manufacturers' Association.
Fredericton—Chamber of Commerce.
Galt—Board of Trade.
Halifax—Board of Trade.
Hamilton—Chamber of Commerce.
Moncton—Board of Trade.
Montreal—Montreal Board of Trade.
Pembroke—Chamber of Commerce.
Quebec City—Board of Trade.

Regina—Chamber of Commerce.
Saint John—Board of Trade.
St. Catharines—Chamber of Commerce.
Toronto—Canadian Manufacturers' Association.
Vancouver—H. W. Brighton, Department of Trade and Commerce, 355 Burrard Street.
Victoria—Department of Trade and Industry.
Welland—Board of Trade.
Winnipeg—Canadian Manufacturers' Association.

T. Grant Major, Canadian Government Trade Commissioner in Port-of-Spain, Trinidad, is making a tour of Canada, visiting those sections of the country interested in trade with his area, which includes the Leeward and Windward Islands, Barbados, British Guiana, Dutch Guiana, French Guiana and the French West Indies.

St. John's, Newfoundland—November 1-2. Quebec City—November 9.
Ottawa—November 4-6. Montreal—November 10-12.

J. C. Britton, Commercial Secretary for Canada in St. John's, Newfoundland, for the last five years, is continuing his tour of Canada, during which he will discuss with businessmen the development of trade between this country and Newfoundland. On conclusion of his present tour, Mr. Britton will sail for Tokyo, to which he has been posted as special representative.

Winnipeg—November 2, 3. Victoria—November 20-22.
Regina—November 5. Saskatoon—November 25.
Vancouver—November 8-19. Ottawa—November 29.

F. W. Fraser, Commercial Secretary for Canada in Melbourne, Australia, will commence a tour of Canada on October 25, visiting those sections of the country interested in trade with his area, which includes the States of Victoria, South Australia, Western Australia, and Tasmania.

Preston, Galt—November 1. St. Catharines, Welland—November 5, 6.
Brantford—November 2. Toronto—November 8-19.
Hamilton—November 3, 4. Ottawa—November 22-24.



Ocean-Going Sailing Schedules

Information contained in the following list of sailings is furnished by steamship companies and agents concerned. This is the latest available, and is subject to change after *Foreign Trade* has gone to press.

The loading date and name of ship are not indicated in some instances, as information available is not sufficiently definite to mention the ship concerned. The name of the operator is given, however, and exporters should seek further details from the operator or agent concerned. Ships loading within ten days of the publication date of this issue are not included.

Departures from Montreal

*Calls at Halifax about four days later.

†Calls at Quebec about three days later.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Aden— Port Aden.....	November 16-20	<i>Memnon</i>	Cunard Donaldson
Africa-East— Lourenço Marques...	November 20-25	<i>Digby County</i>	March Shipping
Lourenço Marques.. Beira.....	November 11-22	<i>Cambray</i>	Elder Dempster
Lourenço Marques.. Mombasa.....	November 13-20	<i>Thorhall</i>	Kerr Steamships
Beira.....			
Africa-South— Cape Town.....	November 11-22	<i>Cambray</i>	Elder Dempster
Port Elizabeth.....	November 20-25	<i>Digby County</i>	March Shipping
East London.....			
Durban.....			
Argentina— Buenos Aires.....	November 16-18	<i>Bowplate</i>	Cunard Donaldson
Australia— Brisbane.....			
Sydney.....			
Hobart.....			
Geelong	November 15-20	<i>City of St. Albans</i>	Montreal Australia New Zealand Line
Melbourne.....			
Adelaide.....			
Brisbane.....			
Sydney.....			
Melbourne.....			
Adelaide.....			
Belgian Congo— Matadi.....	November 20-25	<i>Digby County</i>	March Shipping
Belgium—			
Antwerp.....	November 6-13	<i>Vasconia</i>	Cunard Donaldson
Antwerp.....	November 8-13	<i>Beaconsfield</i>	Cunard Donaldson
Antwerp.....	November 13	<i>Prins Alexander</i>	Shipping Limited
Antwerp.....	November 12-18	<i>Westralia</i>	Montreal Shipping
Antwerp.....	November 16-22	† <i>Sein</i>	Furness Withy

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
Belgium—Con.			
Antwerp.....	November 17	<i>Prins Maurits</i>	Shipping Limited
Antwerp.....	November 20–26	<i>Anatina</i>	Montreal Shipping
Antwerp.....	November 20	<i>Hedel</i>	Shipping Limited
Antwerp.....	November 22–27	<i>Hada County</i>	Canada Steamships
Antwerp.....	November 22–29	<i>Braheholm</i>	Swedish American
Antwerp.....	November 23	<i>Prins Frederik Hendrik</i>	Shipping Limited
Antwerp.....	November 23	<i>Prins Johan Willem Friso</i>	Shipping Limited
Brazil—			
Rio de Janeiro.....	November 16–18	<i>Bowplate</i>	Cunard Donaldson
Santos.....			
British Honduras—			
Belize.....	November 10–14	<i>Jane Stove</i>	Saguenay Terminals
Canal Zone—			
Cristobal.....	November 10–14	<i>Jane Stove</i>	Saguenay Terminals
Ceylon—			
Colombo.....	November 15–20	<i>Merchant Prince</i>	McLean Kennedy
China—			
Shanghai.....	November 10–20	<i>Seaside</i>	March Shipping
Colombia—			
Barranquilla.....	November 10–12	<i>Laholm</i>	Swedish American
Denmark—			
Copenhagen.....	November 22–27	<i>Braheholm</i>	Swedish American
Egypt—			
Alexandria.....	November 16–20	<i>Memnon</i>	Cunard Donaldson
Port Said.....			
Suez.....			
Ire—			
Dublin.....	November 16–19	<i>Inishowen Head</i>	McLean Kennedy
Dublin.....	November 17–21	<i>Ramore Head</i>	McLean Kennedy
Dublin.....	November 20	<i>A Ship</i>	Shipping Limited
Cork.....			
Finland—			
Helsinki.....	November 22–29	<i>Braheholm</i>	Swedish American
France—			
Le Havre.....	November 16–22	<i>†Sein</i>	Furness Withy
Le Havre.....	November 22–27	<i>Hada County</i>	Canada Steamships
Le Havre.....	November 22–29	<i>Braheholm</i>	Swedish American
Germany—			
Hamburg.....	November 8–13	<i>Beaconsfield</i>	Cunard Donaldson
Hamburg.....	November 12–18	<i>Westralia</i>	Montreal Shipping
Hamburg.....	November 20–26	<i>Anatin</i>	Montreal Shippng
Bremen.....	November 22–29	<i>Braheholm</i>	Swedish American
Hamburg.....			
Bremerhaven.....	November 10–16	<i>Beaverbrae</i>	Canadian Pacific
Greece—			
Piraeus.....	November 21–30	<i>Mont Rolland</i>	Montreal Shipping
Guatemala—			
Puerto Barrios.....	November 10–14	<i>Jane Stove</i>	Saguenay Terminals
India and Pakistan—			
Karachi.....	November 15–20	<i>Merchant Prince</i>	McLean Kennedy
Bombay.....			
Madras.....			
Calcutta.....			
Karachi.....	November 10–20	<i>Seaside</i>	March Shipping
Bombay.....			
Calcutta.....			

Departures from Montreal—Continued

Destination	Loading Date	Vessel	Operator or Agent
Italy— Naples..... Genoa.....	{ November 4-11 November 11-19 November 21-30	<i>Marchape</i> <i>Liguria</i> <i>Mont Rolland</i>	Montreal Shipping Montreal Shipping Montreal Shipping
Japan— Yokohama.....	November 10-20	<i>Seaside</i>	March Shipping
Malaya— Penang..... Port Swettenham.....	November 16-20	<i>Memnon</i>	Cunard Donaldson
Mediterranean— Central and Western Areas.....	{ November 11-19 November 15-22 November 21-30	<i>Dodin M.</i> <i>Nereo</i> <i>Mont Rolland</i>	Montreal Shipping Montreal Shipping Montreal Shipping
Mexico— Veracruz..... Veracruz.....	{ November 10-13 November 20-25	<i>Federal Pioneer</i> <i>Stegeholm</i>	Federal Commerce Swedish American
Netherlands— Amsterdam..... Rotterdam.....	{ November 8-13 November 12-18 November 13 November 17 November 20 November 20-26 November 22-27 November 22-29 November 23 November 23	<i>Beaconsfield</i> <i>Westralia</i> <i>Prins Alexander</i> <i>Prins Maurits</i> <i>Hedel</i> <i>Anatina</i> <i>Hada County</i> <i>Braheholm</i> <i>Prins Frederik Hendrik</i> <i>Prins Johan Willem</i> <i>Friso</i>	Cunard Donaldson Montreal Shipping Shipping Limited Shipping Limited Shipping Limited Montreal Shipping Canada Steamships Swedish American Shipping Limited Shipping Limited
Netherlands East Indies— Batavia..... Soerabaya..... Samarang..... Cheribon..... Belawan-Deli.....	November 16-20	<i>Memnon</i>	Cunard Donaldson
Netherlands West Indies— Curaçao.....	November 10-12	<i>Laholm</i>	Swedish American
Newfoundland— St. John's..... St. John's..... St. John's.....	{ November 6-9 November 13-16 November 26-29	<i>Galloway Kent</i> <i>Wellington Kent</i> <i>Dione</i>	Montreal Shipping Newfoundland Canada Shaw Steamships
New Zealand— Auckland..... Wellington..... Lyttleton..... Dunedin.....	November 11-17	<i>Kent</i>	Montreal Australia New Zealand Line
Northern Ireland— Belfast..... Belfast..... Belfast.....	{ November 8-12 November 13-17 November 16-19	<i>Torr Head</i> <i>Fanad Head</i> <i>Inishowen Head</i>	McLean Kennedy McLean Kennedy McLean Kennedy
Norway— Oslo..... Kristiansand..... Stavanger..... Bergen..... Trondheim.....	{ November 10-12 November 10-12	<i>Minerva</i> <i>Norefjord</i>	March Shipping March Shipping
Oslo..... Kristiansand..... Stavanger..... Bergen.....	November 22-29	<i>Braheholm</i>	Swedish American
Poland— Gdynia..... Gdansk.....	November 22-29	<i>Braheholm</i>	Swedish American

Departures from Montreal—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Portugal— Lisbon.....	November 11-19	<i>Dodin M.</i>	Montreal Shipping
St. Pierre et Miquelon.....	November 13-16	<i>Wellington Kent</i>	Newfoundland Canada
Singapore.....	November 16-20	<i>Memnon</i>	Cunard Donaldson
Sweden— Gothenburg..... Malmo..... Norrkoping..... Stockholm.....	November 22-29	<i>Braheholm</i>	Swedish American
Syria— Beirut.....	November 11-19	<i>Dodin M.</i>	Montreal Shipping
United Kingdom— Avonmouth.....	November 8-13	<i>Delilian</i> (r)	Cunard Donaldson
Avonmouth..... Swansea.....	November 10-15	<i>Bristol City</i>	Furness Withy
Glasgow.....	November 13-21	<i>Lismoria</i>	Cunard Donaldson
Hull.....	November 8-12	<i>Marengo</i> (r)	McLean Kennedy
Leith..... Newcastle.....	November 11-16	<i>Cairnesk</i>	Furness Withy
Liverpool.....	November 7-12	<i>Empress of France</i> (r)	Canadian Pacific
Liverpool.....	November 8-12	<i>Torr Head</i>	McLean Kennedy
Liverpool.....	November 13-17	<i>Ramore Head</i>	McLean Kennedy
Liverpool.....	November 16-22	<i>Sibley Park</i>	Cunard Donaldson
Liverpool.....	November 16-19	<i>Inishoven Head</i>	McLean Kennedy
Liverpool.....	November 17-21	<i>Fanad Head</i>	McLean Kennedy
London.....	November 6-13	<i>Vasconia</i> (r)	Cunard Donaldson
London.....	November 10-16	<i>Beaverbrae</i>	Canadian Pacific
London.....	November 14-20	† <i>Beaverlake</i> (r)	Canadian Pacific
Manchester.....	November 10-13	<i>Manchester Port</i> (r)	Furness Withy
Manchester.....	November 17-20	<i>Manchester Shipper</i> (r)	Furness Withy
Uruguay— Montevideo.....	November 16-18	<i>Bowplate</i>	Furness Withy
Venezuela— La Guaira..... Puerto Cabello..... Maracaibo.....	November 10-12	<i>Laholm</i>	Swedish American
West Indies— Antigua..... Barbados..... Bermuda..... British Guiana..... Dominica..... Grenada..... Montserrat..... St. Kitts..... St. Lucia..... St. Vincent..... Trinidad.....	November 8-15 November 9-19	* <i>Canadian Challenger</i> (r) * <i>Alcoa Pointer</i>	Canadian National Alcoa Steamships
Bahamas..... Jamaica.....	{ November 12 November 22 November 27	* <i>Canadian Leader</i> * <i>Canadian Conqueror</i> * <i>Canadian Observer</i>	Canadian National Canadian National Canadian National
Jamaica.....	November 20-25	<i>Stegeholm</i>	Swedish American
Cuba.....	{ November 10-13 November 20-25	<i>Federal Pioneer</i> <i>Stegeholm</i>	Federal Commerce Swedish American

Departures from Quebec

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
United Kingdom— London.....	November 14-18	<i>Scythia</i> (r)	Cunard Donaldson

Departures from Halifax

*Sails from Saint John about three days earlier.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Cuba— Santiago.....	November 12-14	<i>Dufferin Bell</i>	Pickford and Black
Dominican Republic— Ciudad Trujillo.....	November 12-14	<i>Dufferin Bell</i>	Pickford and Black
Haiti— Port au Prince.....	November 12-14	<i>Dufferin Bell</i>	Pickford and Black
Iceland— Reykjavik.....	November 13-15	<i>Trollafoss</i>	F. K. Warren
Newfoundland— St. John's.....	November 11-12	<i>Mary Sweeney</i>	Newfoundland Canada
St. John's.....	November 16-19	<i>Fort Amherst</i>	Furness Withy
St. John's.....	November 17-22	<i>Nova Scotia</i>	Furness Withy
St. John's.....	November 21-22	<i>Mayhaven</i>	Shaw Steamships
St. John's.....	November 23-26	<i>Fort Townshend</i>	Furness Withy
St. John's.....	Nov. 28-Dec. 3	<i>Newfoundland</i>	Furness Withy
St. John's.....	Nov. 30-Dec. 1	<i>Mayhaven</i>	Shaw Steamships
Corner Brook.....	November 18-20	<i>Mary Sweeney</i>	Newfoundland Canada
St. Pierre et Miquelon.....	November 21-22	<i>Mayhaven</i>	Shaw Steamships
United Kingdom— Liverpool.....	November 17-22	<i>Nova Scotia</i>	Furness Withy
Liverpool.....	Nov. 27-Dec. 1	<i>Ascania</i> (r)	Cunard Donaldson
Liverpool.....	Nov. 28-Dec. 3	<i>Newfoundland</i>	Furness Withy
Southampton.....	November 18	<i>Aquitania</i>	Cunard Donaldson
Southampton.....	December 9	<i>Aquitania</i>	Cunard Donaldson
West Indies— Bermuda.....	November 22-25	<i>Fort Amherst</i>	Furness Withy
Jamaica.....	November 12-14	<i>Dufferin Bell</i>	Pickford and Black
Antigua.....			
Barbados.....			
Bermuda.....			
British Guiana.....			
Dominica.....			
Grenada.....	November 25-30	* <i>Lady Nelson</i> (r)	Canadian National
Montserrat.....	December 9-17	* <i>Lady Rodney</i> (r)	Canadian National
St. Kitts.....			
St. Lucia.....			
St. Vincent.....			
Trinidad.....			

Departures from Saint John

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Belgium— Antwerp.....	December 13-18	<i>Beckenham</i>	Cunard Donaldson
British Honduras— Belize.....	December 10-14	<i>A Ship</i>	Saguenay Terminals
Canal Zone— Cristobal.....	December 10-14	<i>A Ship</i>	Saguenay Terminals
Colombia— Barranquilla..... Barranquilla..... Barranquilla..... Barranquilla.....	November 11-12 November 19-26 Nov. 30-Dec. 4 Mid-December	<i>N. O. Rogenaes</i> <i>Apollo</i> (r) <i>Feggen</i> <i>A Ship</i>	Saguenay Terminals Saguenay Terminals Saguenay Terminals Saguenay Terminals
Dominican Republic— Ciudad Trujillo..... Ciudad Trujillo.....	November 11-12 Nov. 30-Dec. 4	<i>N. O. Rogenaes</i> <i>Feggen</i>	Saguenay Terminals Saguenay Terminals
Germany— Hamburg.....	December 13-18	<i>Beckenham</i>	Cunard Donaldson
Guatemala— Puerto Barrios.....	December 10-14	<i>A Ship</i>	Saguenay Terminals
Haiti— Port au Prince..... Port au Prince.....	November 11-12 Nov. 30-Dec. 4	<i>N. O. Rogenaes</i> <i>Feggen</i>	Saguenay Terminals Saguenay Terminals
Netherlands— Rotterdam..... Amsterdam.....	December 13-18	<i>Beckenham</i>	Cunard Donaldson
Netherlands West Indies— Curaçao..... Curaçao.....	November 19-26 Mid-December	<i>Apollo</i> (r) <i>A Ship</i>	Saguenay Terminals Saguenay Terminals
United Kingdom— Avonmouth..... Avonmouth.....	November 21-28 Nov. 30-Dec. 7	<i>Dorelian</i> (r) <i>Norwegian</i>	Cunard Donaldson Cunard Donaldson
Glasgow.....	December 3-11	<i>Salacia</i> (r)	Cunard Donaldson
Liverpool.....	Nov. 25-Dec. 1	<i>Fort Musquarre</i>	Cunard Donaldson
London.....	Nov. 29-Dec. 7	<i>Arabia</i> (r)	Cunard Donaldson
Manchester.....	November 16-20	<i>Manchester Com'erce</i> (r)	Furness Withy
Venezuela— La Guaira..... Puerto Cabello.....	November 11-12 Nov. 30- Dec. 4	<i>N. O. Rogenaes</i> <i>Feggen</i>	Saguenay Terminals Saguenay Terminals
La Guaira..... Maracaibo.....	November 19-26 Mid-December	<i>Apollo</i> (r) <i>A Ship</i>	Saguenay Terminals Saguenay Terminals

Departures from Vancouver

Ships listed under "Departures from Vancouver" may possibly be loading in addition at New Westminster. Exporters should communicate with agents in Vancouver to obtain information concerning loading dates, berths, available cargo space and rates.

(r) Indicates refrigerated cargo space.

Destination	Loading Date	Vessel	Operator or Agent
Africa-East— Lourenço Marques...	November	<i>Manx Navigator</i>	Dingwall Cotts

Departures from Vancouver—Concluded

Destination	Loading Date	Vessel	Operator or Agent
Africa-South— Cape Town..... Port Elizabeth..... East London..... Durban.....	November	<i>Manx Navigator</i>	Dingwall Cotts
Argentina— Buenos Aires.....	November 13	<i>Marinero</i>	Anglo Canadian
Australia— Sydney.....	November 13	<i>Aorangi</i>	Canadian Australasian
Brazil— Rio de Janeiro..... Santos.....	November 13	<i>Marinero</i>	Anglo Canadian
China— Shanghai..... Taku Bar.....	November	<i>Narrandera</i>	Empire Shipping
Fiji— Suva.....	November 13	<i>Aorangi</i>	Canadian Australasian
Hawaii— Honolulu.....	November 13	<i>Aorangi</i>	Canadian Australasian
Japan— Yokohama.....	November	<i>Narrandera</i>	Empire Shipping
Netherlands West Indies— Curacao.....	November 13	<i>Marinero</i>	Anglo Canadian
New Zealand— Auckland.....	November 13	<i>Aorangi</i>	Canadian Australasian
Philippines— Manila..... Cebu.....	November	<i>Narrandera</i>	Empire Shipping
United Kingdom— Liverpool..... Manchester..... Leith.....	November 19 November 30 Oct. 30–Nov. 15	<i>Pacific Unity</i> <i>Pacific Shipper</i> <i>Lake Nipigon</i>	Furness Withy Furness Withy Anglo Canadian
Venezuela— Puerto Cabello.....	November 13	<i>Marinero</i>	Anglo Canadian

Businessmen Meet to Advise Trade Agency

Members of the Advisory Council of the Export Credits Insurance Corporation held their third meeting in Ottawa on October 27, 1948, to discuss activities of the past year and to formulate future policy. The members are: J. A. Amyot, K.C., Quebec City; Hon. Hector Authier, Amos, Que.; R. B. Buckerfield, Vancouver; R. H. Davis, Welland, Ont.; James S. Duncan, C.M.G., Toronto; H. G. Hesler, Montreal; C. D. Jacox, Edmonton; H. R. MacMillan, C.B.E., Vancouver; K. A. McLennan, Vancouver; George W. Robertson, Regina; C. H. G. Short, Montreal; Fletcher S. Smith, Halifax; James Stewart, C.B.E., Toronto; and Homer Zwicker, Lunenburg, N.S.

The Export Credits Insurance Corporation is an agency associated with the Department of Trade and Commerce, concerned with the development of trade. It provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange.

Foreign Exchange Quotations

The following are nominal quotations, based on rates available in London or New York and converted into Canadian terms at the mid-rate for sterling or par for United States dollars, as furnished by the Foreign Exchange Division of the Bank of Canada. These quotations may be found useful in considering statistics and prices generally, but Canadian exporters are reminded that the kinds of currency which may be accepted for exports to different countries are specifically covered by the Foreign Exchange Control Act and Regulations, and that funds may sometimes be tendered in payment for exports, which cannot, in fact, be transferred to Canada. Both importers and exporters are advised to communicate with their bankers before completing financial arrangements for the sale or purchase of commodities, to ensure that the method of payment contemplated is not only possible but that it is in accordance with the Foreign Exchange Control Act and Regulations.

Country	Monetary Unit		Nominal Quotations Oct. 19	Nominal Quotations Oct. 25	
Argentina.....	Peso	Off. Free	.2977 .2060 3.2240 .0228 .0238 .8396 .0544 .0517 .0322 .5714 1.0000 .0200 .2083 .0740 4.1330 4.0300 3.6306 .0073 .0038 .0032 .0076 .0202 .2000 .2518 .1541 .3022 4.0300 .0017 4.0300 .4701 .3769 .3769 .5302 4.0300 .2015 .3022 4.0300 .1538 .5000 .0403 .1000 .0916 .2783 .2336 .3571 4.0300 4.0300 1.0000 .6583 .5618 .2985	.2977 .2065 3.2240 .0228 .0238 .8396 .0544 .0517 .0322 .5714 1.0000 .0200 .2083 .0740 4.1330 4.0300 3.6306 .0073 .0038 .0032 .0076 .0202 .2000 .2518 .1541 .3022 4.0300 .0017 4.0300 .4701 .3769 .3769 .5302 4.0300 .2015 .3022 4.0300 .1538 .5000 .0403 .1000 .0916 .2783 .2336 .3571 4.0300 4.0300 1.0000 .6583 .5618 .2985	.2977 .2065 3.2240 .0228 .0238 .8396 .0544 .0517 .0322 .5714 1.0000 .0200 .2083 .0740 4.1330 4.0300 3.6306 .0073 .0038 .0032 .0076 .0202 .2000 .2518 .1541 .3022 4.0300 .0017 4.0300 .4701 .3769 .3769 .5302 4.0300 .2015 .3022 4.0300 .1538 .5000 .0403 .1000 .0916 .2783 .2336 .3571 4.0300 4.0300 1.0000 .6583 .5618 .2985
Australia.....	Pound	.....	.....	.....
Belgium and Belgian Congo.....	Franc	.....	.....	.....
Bolivia.....	Boliviano	.....	.....	.....
British West Indies (except Jamaica).....	Dollar	.....	.....	.....
Brazil.....	Cruzerio	.....	.....	.....
Chile.....	Peso	Off. Export	.....	.....
Colombia.....	Peso	.....	.....	.....
Cuba.....	Peso	.....	.....	.....
Czechoslovakia.....	Koruna	.....	.....	.....
Denmark.....	Krone	.....	.....	.....
Ecuador.....	Sucre	.....	.....	.....
Egypt.....	Pound	.....	.....	.....
Eire.....	Pound	.....	.....	.....
Fiji.....	Pound	.....	.....	.....
Finland.....	Markka	.....	.....	.....
France and French North Africa.....	Franc	Off. Free	.....	.....
French Empire—African.....	Franc	.....	.....	.....
French Pacific Possessions.....	Franc	.....	.....	.....
Haiti.....	Gourde	.....	.....	.....
Hong Kong.....	Dollar	.....	.....	.....
Iceland.....	Krona	.....	.....	.....
India.....	Rupee	.....	.....	.....
Iraq.....	Dinar	.....	.....	.....
Italy.....	Lira	.....	.....	.....
Jamaica.....	Pound	.....	.....	.....
Malaya.....	Dollar	.....	.....	.....
Mexico.....	Peso	.....	.....	.....
Netherlands.....	Florin	.....	.....	.....
Netherlands East Indies.....	Florin	.....	.....	.....
Netherlands West Indies.....	Florin	.....	.....	.....
New Zealand.....	Pound	.....	.....	.....
Norway.....	Krone	.....	.....	.....
Pakistan.....	Rupee	.....	.....	.....
Palestine.....	Pound	.....	.....	.....
Peru.....	Sol	.....	.....	.....
Philippines.....	Peso	.....	.....	.....
Portugal.....	Escudo	.....	.....	.....
Siam.....	Baht	.....	.....	.....
Spain.....	Peseta	.....	.....	.....
Sweden.....	Krona	.....	.....	.....
Switzerland.....	Franc	.....	.....	.....
Turkey.....	Lira	.....	.....	.....
Union of South Africa.....	Pound	.....	.....	.....
United Kingdom.....	Pound	.....	.....	.....
United States.....	Dollar	.....	.....	.....
Uruguay.....	Peso	Controlled Uncontrolled	.....	.....
Venezuela.....	Bolivar	.....	.....	.....

Foreign Trade Service

Head Office Directory

The work of the Service is co-ordinated by an executive committee, of which the undernoted directors are members, and the Deputy Minister of the Department of Trade and Commerce is chairman.

Head office personnel, to whom requests should be addressed for specific information concerning their respective divisions, with local government telephone numbers in parentheses, are as follows:

Trade Commissioner Service

Director, G. R. Heasman (2530)

Assistant Director, H. W. Cheney (3058)

Area Officers—

Asia, G. S. Hall (5249)

British Commonwealth, (4404)

Europe, R. T. Young (4404); R. W. Rosenthal (7641); K. Nyenhuis (4404)

Latin America, A. Savard (7641)

Western Representative—H. W. Brighton, 355 Burrard Street, Vancouver, B.C.

Agricultural Officer, T. N. Beaupré (6800)

Export Division

Acting Director, G. A. Newman (5983)

Assistant to Director, A. E. Fortington (5670)

Foods Section—Chief, H. A. Gilbert (2380)

Dairy and poultry products, K. L. Melvin (3172)

Fish and fish products, T. R. Kinsella (7385)

Livestock and animal products, D. G. W. Douglas (5859)

Plants and products, G. F. Clingan (7523)

Machinery, Metals and Chemicals Section—Chief, E. C. Thorne (4082)

Agricultural equipment, J. D. Moorman (7168)

Automotive equipment and vehicles, J. J. Kealey (7168)

Chemicals and allied products, S. G. Barkley (7601)

Electrical and electronic equipment, A. S. MacRae (7060)

Iron and steel products, L. G. Dornan (7060)

Machinery and industrial equipment, E. C. Thorne (4082)

Non-ferrous metals and non-metallic minerals, A. M. Tedford (7546)

Textiles, Leather and Rubber Section—Chief, G. R. Poley (3004)

Leather, rubber and products, E. G. Gerridzen (3004)

Textiles and apparel, G. R. Poley (3004)

Wood and Paper Section—Chief, G. H. Rochester (4863)

Paper and products, E. Clarke and N. R. Chappell (6974)

Wood and products, G. H. Rochester (4863) and J. C. Dunn (4863)

General Products Section—Chief, W. H. Grant (3209)

General manufactured products, R. J. Handy (5666)

General products, W. H. Grant (3209)

Consumer metal products, E. L. Smith (5666)

Miscellaneous manufactured products, P. G. Jones (4160)

Exporters' Directory—Chief, G. L. Tighe (6681)

Export Permit Branch—Chief, W. F. Bull (6748); Assistant Chief, T. G. Hills (3640)

Token Shipments to United Kingdom—A. E. Fortington (5670)

Foreign Trade Service

Head Office Directory—Concluded

Import Division

Director, Denis Harvey (5417)

Assistant Director, C. F. McGinnis (7163)

Raw Materials Section—Chief, C. F. McGinnis (7163)

Coal, iron and steel (6905)

Drugs, chemicals and non-metallic minerals, P. E. Jensen (6958)

Fibres and textiles, A. C. Fairweather (7815)

Food and groceries, E. B. Paget (4161)

Hides, skins, leather and rubber, F. T. Carten (4965)

Oils and fats, Dr. R. T. Elworthy (5177)

Tin, antimony and other non-ferrous metals (4965)

Manufactured Goods Section—Chief, H. B. Scully (6519)

G. C. Clarke (3873) and G. W. Rahm (6958)

Trade Services Section—Chief, A. J. Langdon (6905)

Commodity research and trade statistics (6905)

Foreign export controls, W. G. Hopkins (6552)

Trade services directory (6905)

Importers' Directory (5823)

General Information (7953)

Commercial Relations and Foreign Tariffs Division

Director, H. R. Kemp (5151 and 7696)

Treaty Research Section—Acting Chief, A. L. Neal (7696 and 5151)

Foreign Tariffs Section—Chief, G. C. Cowper (2250)

United States, G. C. Cowper (2250)

British Commonwealth, Miss H. K. Potter (2250)

Europe, E. J. McMeekin (5642)

Latin America, H. V. Jarrett (5642)

Industrial Development Division

Director, G. D. Mallory (3819)

Assistant Director, B. R. Hayden (7886)

Administrative Officer, J. H. Boyd (7886)

Transportation and Communications Division

Director, W. J. Fisher (6236)

Publicity Division

Director B. C. Butler (2479)

Assistant Director, J. Fergus Grant (2186)

Advertising and News Section—Chief, R. M. Williams (6588)

Foreign Trade Service Abroad

Officers of the Canadian Trade Commissioner service are located in thirty-seven countries. Trade Commissioners are responsible to headquarters in Ottawa for the development of commercial relations with many other countries within their respective territories, as set forth in the alphabetical list below.

It is recommended that prospective exporters and importers should communicate with the Director of the Trade Commissioner Service, in Ottawa, before discussing their various problems with Trade Commissioners, as much of the information required can be made available to them by officers at headquarters responsible for the various geographical areas.

Country	Post Responsible	Country	Post Responsible
Algeria.....	Paris	Leeward Islands.....	Port of Spain
Angola.....	Leopoldville	Libya.....	Rome
Argentina.....	Buenos Aires	Luxembourg.....	Brussels
Australia	Sydney and Melbourne	Madagascar.....	Cape Town
Austria.....	Berne	Madeira.....	Lisbon
Azores.....	Lisbon	Malta.....	Rome
Bahamas.....	Kingston, Jamaica	Mauritius.....	Cape Town
Barbados.....	Port of Spain	Mexico.....	Mexico City
Belgian Congo.....	Leopoldville	Netherlands.....	The Hague
Belgium.....	Brussels	Netherlands East Indies.....	Singapore
Bermuda.....	New York	Netherlands Guiana.....	Port of Spain
Bolivia.....	Santiago, Chile	Netherlands West Indies.....	Caracas, Venezuela
Brazil	Rio de Janeiro and São Paulo	Newfoundland.....	St. John's
British Guiana.....	Port of Spain	New Zealand.....	Wellington
British Honduras.....	Kingston, Jamaica	Nicaragua.....	Guatemala City
Brunei.....	Singapore	Nigeria.....	London
Burma.....	Bombay	North Borneo.....	Singapore
Canal Zone.....	Bogotá, Colombia	Northern Ireland.....	Belfast
Canary Islands.....	Lisbon	Northern Rhodesia.....	Johannesburg
Ceylon.....	Bombay	Norway.....	Oslo
Chile.....	Santiago	Nyasaland.....	Johannesburg
China.....	Shanghai	Pakistan.....	Karachi
Colombia.....	Bogotá	Palestine.....	Cairo
Costa Rica.....	Guatemala City	Panama.....	Bogotá, Colombia
Cuba.....	Havana	Paraguay.....	Buenos Aires
Cyprus.....	Cairo, Egypt	Peru.....	Lima
Czechoslovakia.....	Berne	Philippine Islands.....	Hong Kong
Denmark.....	Oslo, Norway	Portugal.....	Lisbon
Dominican Republic.....	Havana, Cuba	Portuguese East Africa.....	Johannesburg
Ecuador.....	Lima, Peru	Puerto Rico.....	Havana, Cuba
Egypt.....	Cairo	Sarawak.....	Singapore
El Salvador.....	Guatemala City	Scotland.....	Glasgow
England.....	London and Liverpool	Siam.....	Singapore
Falkland Islands.....	Buenos Aires	Sierra Leone.....	London
Federation of Malaya	Singapore	Singapore.....	Singapore
Fiji.....	Wellington, New Zealand	South Africa.....	Johannesburg and Cape Town
Finland.....	Stockholm	South China.....	Hong Kong
France.....	Paris	South-West Africa.....	Cape Town
French Equatorial Africa.....	Leopoldville	Southern Rhodesia.....	Johannesburg
French Guiana.....	Port of Spain	Spain.....	Lisbon
French Indo-China.....	Hong Kong	Spanish Morocco.....	Lisbon
French Morocco.....	Paris	Sudan.....	Cairo
French West Indies.....	Port of Spain	Sweden.....	Stockholm
Gambia.....	London	Switzerland.....	Berne
Gibraltar.....	Lisbon	Syria.....	Cairo
Gold Coast.....	London	Tanganyika.....	Johannesburg
Greece.....	Athens	Tasmania.....	Melbourne
Greenland	Oslo	Trinidad.....	Port of Spain
Guatemala.....	Guatemala City	Tunisia.....	Paris
Haiti.....	Havana, Cuba	Turkey.....	Ankara
Hawaii.....	Los Angeles	Uganda.....	Johannesburg
Hong Kong.....	Hong Kong	United States.....	Washington, New York, Chicago and Los Angeles
Hungary	Berne	United Kingdom.....	London, Liverpool and Glasgow
Iceland.....	Glasgow	Uruguay.....	Buenos Aires
India.....	New Delhi and Bombay	Venezuela.....	Caracas
Iran (Persia).....	Cairo	Wales.....	Liverpool
Iraq (Mesopotamia).....	Cairo	Western Samoa.....	Wellington, New Zealand
Ireland.....	Dublin	Windward Islands.....	Port of Spain
Italy.....	Rome	Yugoslavia.....	Rome
Jamaica.....	Kingston		
Kenya.....	Johannesburg		

Foreign Trade Service Abroad

Cable address:—*Canadian*, unless otherwise shown.

Note.—Bentley's Second Phrase Code is used by Canadian Trade Commissioners.

Argentina

Buenos Aires—H. L. BROWN, Commercial Secretary, Canadian Embassy, Bartolomé Mitre 478.

Territory includes Uruguay and Paraguay.

Buenos Aires—W. B. McCULLOUGH, Commercial Secretary (Agricultural Specialist), Canadian Embassy, Bartolomé Mitre 478.

Australia

Sydney—C. M. CROFT, Commercial Counsellor for Canada, City Mutual Life Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Territory includes the Australian Capital Territory, New South Wales, Queensland, Northern Territory and Dependencies.

Sydney—Dr. W. C. HOPPER, Commercial Secretary for Canada (Agricultural Specialist), City Mutual Building, Hunter and Bligh Streets. Address for letters: Post Office Box 3952V.

Melbourne—F. W. FRASER, Commercial Secretary for Canada, 83 William Street.

Territory includes States of Victoria, South Australia, Western Australia, and Tasmania.

Belgian Congo

Leopoldville—L. H. AUSMAN, Canadian Government Trade Commissioner, Forescom Building. Address for letters: Boîte Postale 373.

Territory includes Angola and French Equatorial Africa.

Belgium

Brussels—B. A. MACDONALD, Commercial Secretary, Canadian Embassy, 46 rue Montoyer.

Brazil

Rio de Janeiro—MAURICE BÉLANGER, Commercial Secretary, Canadian Embassy, Ed. Métropole, Avenida Presidente Wilson 165. Address for letters: Caixa Postal 2164.

São Paulo—J. C. DEPOCAS, Canadian Government Trade Commissioner, Canadian Consulate, Edificio Alois, Rua 7 de Abril 252. Address for letters: Caixa Postal 6034.

Chile

Santiago—E. H. MAGUIRE, Acting Commercial Secretary, Canadian Embassy, Bank of London and South American Building. Address for letters: Casilla 771.

Territory includes Bolivia.

China

Shanghai—L. M. COSGRAVE, Commercial Counsellor for Canada, 27 The Bund. Postal District (0).

Colombia

Bogotá—H. W. RICHARDSON, Acting Canadian Government Trade Commissioner, Edificio Colombiana de Seguros. Address for letters: Apartado 1618. Address for air mail: Apartado Aereo 3562.

Territory includes Republic of Panama and the Canal Zone.

Cuba

Havana—Office of the Commercial Secretary, Canadian Legation, Avenida de las Misiones 17. Address for letters: Apartado 1945.

Territory includes Haiti, Dominican Republic and Puerto Rico.

Egypt

Cairo—J. M. BOYER, Canadian Government Trade Commissioner, 22 Sharia Kasr el Nil. Address for letters: Post Office Box 1770.

Territory includes the Sudan, Palestine, Cyprus, Iraq, Syria and Iran.

France

Paris—J. P. MANION, Commercial Secretary, Canadian Embassy, 3 rue Scribe.

Territory includes Algeria, French Morocco and Tunisia.

Paris—J. H. TREMBLAY, Commercial Secretary (Agricultural Specialist), Canadian Embassy, 3 rue Scribe.

Territory includes Belgium, Denmark, France and the Netherlands.

Germany

Frankfurt—B. J. BACHAND, Canadian Economic Representative, Canadian Consulate, Economic Section, 145 Fuerstenbergerstrasse. Frankfurt am Main, A.P.O. 757, U.S. Army.

Cable address, *Canadian Frankfurt/Main.*

Foreign Trade Service Abroad—Continued

Greece

Athens—T. J. MONTY, Commercial Secretary, Canadian Embassy, 31 Vassilissis Sophias Avenue.

Territory includes Turkey.

Guatemala

Guatemala City—C. B. BIRKETT, Canadian Government Trade Commissioner, Post Office Box 400.

Territory includes Costa Rica, El Salvador, Honduras and Nicaragua.

Hong Kong

Hong Kong—K. F. NOBLE, Canadian Government Trade Commissioner, Hong Kong Bank Building. Address for letters: Post Office Box 126.

Territory includes South China, the Philippine Islands and French Indo-China.

India

New Delhi—RICHARD GREW, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 114.

Bombay—C. R. GALLOW, Commercial Secretary for Canada, Gresham Assurance House, Mint Road. Address for letters: Post Office Box 886.

Territory includes Burma and Ceylon.

Ireland

Dublin—H. L. E. PRIESTMAN, Commercial Secretary for Canada, 66 Upper O'Connell Street.

Belfast—H. L. E. PRIESTMAN, Canadian Government Trade Commissioner, 36 Victoria Square.

Italy

Rome—R. G. C. SMITH, Commercial Secretary, Canadian Embassy, Via Saverio Mercadante 15-17.

Territory includes Malta, Yugoslavia and Libya.

Jamaica

Kingston—R. V. N. GORDON, Acting Canadian Government Trade Commissioner, Canadian Bank of Commerce Chambers. Address for letters: Post Office Box 225.

Territory includes the Bahamas and British Honduras.

Mexico

Mexico City—D. S. COLE, Commercial Counsellor, Canadian Embassy, Edificio Internacional, Paseo de la Reforma. Address for letters: Apartado Num. 126-Bis.

Netherlands

The Hague—J. A. LANGLEY, Commercial Counsellor, Canadian Embassy, Sophiaalaan 1-A.

Newfoundland

St. John's—R. CAMPBELL SMITH, Commercial Secretary, Office of the High Commissioner for Canada, Circular Road.

New Zealand

Wellington—P. V. McLANE, Commercial Secretary, Office of the High Commissioner for Canada, Post Office Box 1660.

Territory includes Fiji and Western Samoa.

Norway

Oslo—S. G. MACDONALD, Commercial Secretary, Canadian Legation, Fridtjof Nansens Plass 5.

Territory includes Denmark and Greenland.

Pakistan

Karachi—G. A. BROWNE, Acting Canadian Government Trade Commissioner, The Cotton Exchange, McLeod Road. Address for letters: Post Office Box 531.

Territory includes Afghanistan.

Peru

Lima—C. J. VAN TIGHEM, Commercial Secretary, Canadian Embassy, Edificio Boza, Carabaya 831, Plaza San Martin. Address for letters: Casilla 1212.

Territory includes Ecuador.

Portugal

Lisbon—L. S. GLASS, Canadian Government Trade Commissioner, Canadian Consulate General, Rua Rodrigo da Fonseca 103.

Territory includes the Azores and Madeira, Spain, Spanish Morocco, the Canary Islands and Gibraltar.

Singapore

Singapore—PAUL SYKES, Canadian Government Trade Commissioner, Room D-2, Union Building. Address for letters: Post Office Box 845.

Territory includes Federation of Malaya, North Borneo, Brunei, Sarawak, Siam and Netherlands East Indies.

Foreign Trade Service Abroad—Concluded

South Africa

Johannesburg—S. V. ALLEN, Commercial Secretary for Canada, Mutual Buildings, Harrison Street. Address for letters: Post Office Box 715.

Territory includes Transvaal, Natal, Southern Rhodesia, Northern Rhodesia, Mozambique or Portuguese East Africa, Kenya, Nyasaland, Tanganyika and Uganda.

Cable address, *Cantracom*.

Cape Town—S. G. TREGASKES, Acting Commercial Secretary for Canada, New South African Mutual Buildings, 21 Parliament Street. Address for letters: Post Office Box 683.

Territory includes Cape Province, Orange Free State, South-West Africa, Mauritius and Madagascar.

Cable address, *Cantracom*.

Sweden

Stockholm—F. H. PALMER, Commercial Counsellor, Canadian Legation, Strandvägen 7-C. Address for letters: Post Office Box 14042.

Territory includes Finland.

Switzerland

Berne—YVES LAMONTAGNE, Commercial Counsellor, Canadian Legation, Thunstrasse 95.

Territory includes Austria, Czechoslovakia and Hungary.

Trinidad

Port-of-Spain—A. W. EVANS, Acting Canadian Government Trade Commissioner, Colonial Life Insurance Building. Address for letters: Post Office Box 125.

Territory includes Barbados, Windward and Leeward Islands, British Guiana, Dutch Guiana, French Guiana, and the French West Indies.

United Kingdom

London—A. E. BRYAN, Commercial Counsellor, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Cable address, *Sleighbing, London*.

London—R. P. BOWER, Commercial Secretary, Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1.

Territory includes the South of England, East Anglia and British West Africa (Gold Coast, Sierra Leone and Nigeria).

Cable address, *Sleighbing, London*.

London—W. B. GORNALL, Commercial Secretary (Agricultural Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. Cable address, *Cantracom, London*.

London—R. D. ROE, Commercial Secretary (Timber Specialist), Office of the High Commissioner for Canada, Canada House, Trafalgar Square, S.W.1. Cable address, *Timcom, London*.

Liverpool—M. J. VECHSLER, Canadian Government Trade Commissioner, Martins Bank Building, Water Street.

Territory includes the Midlands, North of England and Wales.

Glasgow—J. L. MUTTER, Canadian Government Trade Commissioner, 200 St. Vincent Street.

Territory covers Scotland and Iceland.

Cable address, *Cantracom*.

United States

Washington—J. H. ENGLISH, Commercial Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

Washington—G. R. PATERSON, Agricultural Counsellor, Canadian Embassy, 1746 Massachusetts Avenue, N.W.

New York City—M. T. STEWART, Canadian Government Trade Commissioner, British Empire Building, Rockefeller Centre.

Territory includes Bermuda.

Cable address, *Cantracom*.

Boston—T. F. M. NEWTON, Consul of Canada, 532 Little Building, 80 Boylston Street, Boston 16.

Detroit—J. H. HURLEY, Consul of Canada, Canadian Consulate, 1035 Penobscot Building, Detroit, 26, Michigan.

Chicago—EDMOND TURCOTTE, Consul-General of Canada, Suite 800, Chicago Daily News Building, 400 West Madison Street.

Los Angeles—V. E. DUCLOS, Canadian Government Trade Commissioner, Associated Realty Building, 510 West Sixth Street.

San Francisco—HARRY A. SCOTT, Consul-General of Canada, 3rd floor, Kohl Building, 400 Montgomery Street, San Francisco.

Venezuela

Caracas—C. S. BISSETT, Canadian Government Trade Commissioner. Address for letters: Canadian Consulate General, 8° Piso, Edificio America, Esq. Veroes.

Territory includes Netherlands West Indies.

Foreign Commercial Representatives in Canada

This directory of Commercial Representatives of Foreign Governments, presently in Canada, is published as a special service to the commercial community. It is requested that any changes in the appointments or addresses be forwarded to the Editor, *Foreign Trade*.

Argentina—Representative of the Argentine Institute of Trade Promotion, 31 St. James Street West, Montreal. Telephone—PLateau 8693.

Australia—Clifton J. Carne, Australian Government Trade Commissioner, Office of the High Commissioner for the Commonwealth of Australia, 24 Sussex Street, Ottawa. Telephone—5-6717.

Belgium—Jean Querton, Consul-General, Room 709, Sun Life Building, Montreal. Telephone—PLateau 8375.

Bolivia—Emilio Diaz Romero, Consul-General, Room 205, 1434 St. Catharine Street West, Montreal.

Brazil—Caio de Lima Cavalcanti, Commercial Counsellor, Brazilian Embassy, 400 Wilbrod Street, Ottawa. Telephone—5-1485.

A. G. de Miranda Netto, Commercial Attaché, Brazilian Embassy, agent of the Department of Trade and Commerce of Brazil, Room 49, 46 Elgin Street, Ottawa. Telephone—5-1486.

British West Indies and British Guiana—C. Rex Stollmeyer, Trade Commissioner, 37 Board of Trade Building, Montreal. Telephone—PLateau 8282.

Chile—First Secretary, Chilean Embassy, Room 215, 56 Sparks Street, Ottawa. Telephone—5-4402.

Mariano Bustos, Consul-General, 1410 Stanley Street, Montreal.

China—Commercial matters in Canada are handled by the Chinese Consulates General in Vancouver, B.C., and Toronto, Ont.; also by the Chinese Consulate in Winnipeg, Man.

Colombia—Jorge Castaño Castillo, Consul-General, 3757 Wilson Avenue, Montreal 28.

Cuba—Dr. Guy Pérez Cisneros, Commercial Attaché, Cuban Legation, 499 Wilbrod Street, Ottawa. Telephone—5-6834.

Czechoslovakia—Dr. Miroslav Mareš, Commercial Attaché, Czechoslovak Legation, 171 Clemow Avenue, Ottawa. Telephone—2-1545.

Denmark—Theodor Schultz, Consul, Danish Consulate, Room 812, Keefer Building, 1440 St. Catherine Street West, Montreal. Telephone—PLateau 2030.

Dominican Republic—Julio A. Ricart, Consul-General, 46 Delaware Avenue, Ottawa. Telephone—2-1130.

Ecuador—Camilo J. Andrade, Consul-General, Room 917, 1410 Stanley Street, Montreal. Telephone—PLateau 8473.

France—Bernard Lechartier, Commercial Counsellor and Financial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone 3-5681.

Jacques Humbert, Commercial Attaché, French Embassy, 464 Wilbrod Street, Ottawa. Telephone—3-5681.

Gérard Dubois, Commercial Attaché, French Embassy, 610 St. James Street West, Montreal. Telephone—HArbour 2271.

Greece—Pami Malamaki, Commercial Counsellor, Greek Embassy, Suite 110, Chateau Laurier, Ottawa. Telephone—5-2255.

Haiti—Philippe Contave, Consul-General, Room 308, 18 Rideau Street, Ottawa. Telephone—2-1272.

India—M. R. Ahuja, Trade Commissioner, Royal Bank Building, Toronto. Telephone—ELgin 3223.

Ireland—Eamonn L. Kennedy, Official Secretary, Office of the High Commissioner for Ireland, 140 Wellington Street, Ottawa. Telephone—3-6281.

Italy—Dr. P. F. Migone, Commercial Attaché, Italian Legation, 133 Sparks Street, Ottawa. Telephone—3-3630.

Lebanon—Maurice J. Tabet, Consul, Consulate of Lebanon, 200 Metcalfe Street, Ottawa. Telephone—2-3155.

Mexico—Consul-General, Room 507, 1410 Stanley Street, Montreal. Telephone—LAncaster 2502.

Netherlands—E. L. Hechtermans, Commercial Secretary, Netherlands Embassy, 168 Laurier Avenue East, Ottawa. Telephone—5-7241.

H. de Vos, Consul, Netherlands Consulate General, Castle Building, 1410 Stanley Street, Montreal. Telephone—PLateau 9682.

Foreign Commercial Representatives in Canada

New Zealand—J. A. Malcolm, Trade Commissioner, Room 609, Sun Life Building, Montreal. Telephone—LAncaster 4104.

Norway—Knut Orre, First Secretary, Norwegian Legation, 1410 Stanley Street, Montreal. Telephone—PLateau 9785.

Peru—Francisco Pardo de Zela, Commercial Attaché, Peruvian Embassy, 36 Elgin Street, Ottawa. Telephone—2-0626.

Poland—T. Wiewiórowski, Commercial Attaché, Polish Legation, 183 Carling Avenue, Ottawa. Telephones—2-4076 and 2-3233.

Portugal—Dr. Vasco V. Garin, Consul-General, Suite 12, 1499 Bishop Street, Montreal. Telephone—BElair 1607.

Sweden—Carl-Henric Nauckhoff, Second Secretary, Swedish Legation, 720 Manor Road, Rockcliffe Park (Ottawa). Telephone—2-1729.

Switzerland—Walter E. A. Jaeggi, Secretary, Swiss Legation, 5 Marlborough Avenue, Ottawa. Telephone—5-1837.

Louis Scalabrino, Vice-Consul, Room 1521, Sun Life Building, Montreal. Telephone—PLateau 1878.

I. Sembinelli, Vice-Consul, Room 215, 159 Bay Street, Toronto. Telephone—ELgin 4097.

Turkey—Ismail Kavadar, Commercial Attaché, Turkish Embassy, Room 560, Chateau Laurier, Ottawa. Telephone—3-4701.

Union of South Africa—J. H. Brand, Commercial Secretary, Office of the High Commissioner for the Union of South Africa, 15 Sussex Street, Ottawa. Telephone—2-1771.

Union of Soviet Socialist Republics—N. S. Skvortsov, Representative of the Commercial Counsellor, Soviet Embassy, 285 Charlotte Street, Ottawa. Telephone—5-4341.

United Kingdom of Great Britain and Northern Ireland—R. K. Jopson, O.B.E., United Kingdom Senior Trade Commissioner and Economic Adviser to the High Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

A. R. Bruce, Trade Commissioner, 56 Sparks Street, Ottawa. Telephone—3-8814.

J. Paterson, Trade Commissioner, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

W. D. Lambie, Trade Commissioner for the Maritime Provinces, 1111 Beaver Hall Hill, Montreal. Telephone—HArbour 2257.

H. Oldham, Trade Commissioner, 67 Yonge Street, Toronto. Telephone—ADelaide 2174.

W. G. Coventry, Trade Commissioner, 703 Royal Bank Building, Winnipeg. Telephone—9-3153.

P. S. Young, Trade Commissioner, 850 West Hastings Street, Vancouver. Telephone—PAcific 4644.

United States of America—Homer S. Fox, Counsellor for Economic Affairs, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

William L. Kilcoin, Commercial Attaché, United States Embassy, 100 Wellington Street, Ottawa. Telephone—2-2611.

Yugoslavia—Pavle Lukin, Chargé d'Affaires, 259 Daly Avenue, Ottawa. Telephone—5-4966.

United Kingdom Publishers to Get Increased Supplies of Paper

London, October 13, 1948.—(FTS)—As a result of an improvement in the paper position, the Board of Trade announces that increases in supplies of paper are to be made to publishers of periodicals and other users, as from November next.

For general periodicals, the paper allocation is to be increased from 35 per cent to 42 per cent and for trade and technical periodicals from 38.5 per cent to 42 per cent. Permitted consumption for all periodicals will remain unchanged at 40 per cent. In the recent past, circumstances have made it impossible to license paper to the full extent of permitted consumption. In consequence, publishers' stocks have declined. The excess of two per cent over permitted consumption is to give publishers the opportunity of replenishing stocks.

Associated Agencies Concerned With Development of Foreign Trade

Emergency Import Control Branch

No. 1 Building, Wellington Street

Director General, J. H. Berry (3924)

Import Allotment Division, Director, W. F. Bull (6748)

Capital Goods Division, Director, Denis Harvey (5417)

Project Division, Director, Stanley Burke (5541)

Canadian Government Exhibition Commission

479 Bank Street, Ottawa

Director, Glen Bannerman (3558)

Responsible for arrangements concerning participation by Canada in all exhibitions, display promotions and trade fairs outside Canada, and for international trade fairs held in Canada; advises individual firms in the display of their commodities in foreign countries.

Assistant Director, F. P. Cosgrove (7818)

Wheat and Grain Division

Director, C. F. Wilson (5648)

Serves as the medium through which wheat, flour, and other cereal products are procured for other countries. It maintains a constant survey of Canada's grain position, respecting supply, transportation, domestic and export demand. The Director is secretary to the Wheat Committee of the Cabinet, and liaison officer between the Department of Trade and Commerce and the Canadian Wheat Board.

Assistant to Director, J. B. Lawrie (5830)

Canadian Commercial Corporation

No. 2 Temporary Building, 70 Lyon Street, Ottawa

Managing Director, W. D. Low (3736)

Serves as a purchasing agent in Canada for governments of other countries and for international bodies; and, on request, for federal government departments in connection with foreign trade. Facilities of the Corporation are utilized in the purchase of supplies for the Department of National Defence and those required for defence projects. Cable address—*Cancomco*.

Secretary, J. D. McCarthy (4955)

Comptroller, G. F. Wevill (5316)

General Purchasing Agent, W. J. Atkinson (5767)

Export Credits Insurance Corporation

107 Sparks Street, Ottawa

General Manager, H. T Aitken (2-4828)

Provides exporters with protection against the principal risks of loss involved in foreign trade, and insures them against the insolvency of the foreign buyer, protracted default in payment by the buyer when the goods have been duly accepted by him, and difficulties in the transfer of exchange, preventing the Canadian exporter from receiving payment for goods he has sold. Cable address—*Excredcorp*.

Chief Credit Officer, A. W. Thomas (2-4828)

Secretary, T. Chase-Casgrain (2-4828)